THE FINANCIAL POST

The Canadian Newspaper for Investors

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THE WEST IS SPEAKING—AND DEMANDING THAT GOVERNMENT REDUCE TARIFF IMMEDIATELY

Progressive Manufacturers Showing a Disposition to Effect An Intelligent Compromise

NEED FOR TARIFF COMMISSION APPARENT

Whole Matter Requires Investigation From a Technical Standpoint—Carvell Outlines Revenue Problems—Paternalism Not Desired By Big Men in Industry

OTTAWA.—The West is speaking. It is emphatically demanding tariff reduction—at once. Two months ago I mentioned this as the development which would arouse an issue which the Government would much rather have remain a "sleeping dog." And there is evidence of a change of attitude from another quarter. Some of the Eastern members, who in the past were the strongest and most uncompromising advocates of high tariff, are showing signs of a spirit of compromise. Mr. Cockshutt, who has been the apostle of high protection in the House, created somewhat of a sensation and gave an idea of how things were shaping when he intimated that those for whom he has been the spokesman were willing to meet their opponents in a spirit of compromise on the tariff. Some of the manufacturers in the House are taking the same attitude. I spoke to a large implement manufacturer on the subject shortly after Mr. Cockshutt's speech, and he was all for compromise. He said the East and the West could no longer afford to stand off and fight each other at arms' length; that the tariff needed scientific revision, and where it was too high it should be reduced; but he protested against unscientific tariff tinkering, and advocated a permanent tariff commission.

He added that such was the feeling of manufacturers generally, but there are still a number of them in the House who adopt the Bourbon attitude—men who learn nothing and forget nothing. They maintain the old cry of "Hands off the tariff," and consider that the West and its sentiment should be ignored. A manufacturer, who is a leader in the purely Conservative element in the House, used even stronger expressions than those in discussing the question in the smoking room; and would listen to no talk of compromise. But such men are in the minority now.

The Grain Growers of Saskatchewan have not particularly strengthened the hands of their friends by asking for protection for their 1919 wheat crop. Manitoba and Alberta were more long-headed in this respect. It would seem to the impartial observer that if the principle is wrong for the manufacturer, it does not become right when applied to the product of the farmer; and a good many farmers crticize the action of the Saskatchewan organization severely. The manufacturers would probably not be sorry to see the protection tag attached to those who have been their most severe critics.

The Question of Revenue

The big crux with the tariff reformer has always been the matter of supplying the revenue. It will be noticed, for example, that in the speech of Hon. Frank Carvell, the situation with regard to revenue was very strongly impressed upon the House. As Mr. Carvell figured it out, we were confronted with a visible deficit of one hundred million dollars a year. Mr. Carvell repeatedly asked how this was to be raised, though he made no attempt to answer it; but it seemed to one listening to him that he was shaping the question principally for the benefit of those in his own party who were beginning to make things uncomfortable for the Government in regard to tariff reduction. The Western caucus, however, is going to leave that up to the Government; they are resolved that the tariff must come down. They dare not face their constituents again with the same old tariff.

Hon. Mr. Calder broke his long silence—which was caused, he explained, by the fact that he was trying to get his bearings—and he, too, touched on the tariff; but no one could say when he had finished where he stood on the question—except in the old Calder attitude of standing pat. Mr. Calder may not be a very courageous politician, but he is a very wise and wily one. He has none of the outspokenness of Carvell; but he did say that the tariff was a dangerous question which divided the East and West and should be settled. Mr. Calder, I should think, would be for a tariff commission.

Western demands for tariff reduction will probably be fairly drastic—but they will compromise. That unanswerable question of revenue—now more unanswerable than ever—is hard to get over. The Government, undoubtedly, hoped to find the West come back to the House willing to wait until the reconstruction and other problems which form the aftermath of war had been settled; and if the Western members had not presented such a strong front it is unlikely that the tariff would have been opened; but there does not seem now any hope of sliding over it. It must be faced, and unless the Government is prepared for a break, concessions will have to be made.

An End to Paternalism

There was another matter of interest to the manufacturing interests of the country in Mr. Carvell's speech—which was, by the way, the most important speech yet delivered by any member of the Government. He pointed out that during the war there had grown up on the part of some of the manufacturers of the country a spirit of relying on the Government as a sort of paternal institution which was designed to furnish them their meat and drink—and that spirit still prevailed. Mr. Carvell warned these manufacturers that the combination whereby the Government furnished war orders, furnished funds, and paid for the goods, was broken. It did not apply to the manufacturer alone, but to all the producers of the country. It was because of it, probably, that when the war ended manufacturers expected that the Government would still act as a sort of glorified commercial traveller, and seek orders for them from Europe. Mr. Carvell repeated a warning which has been given by THE FINANCIAL POST for months past, viz: That they would now have to be more self-reliant and get out after business themselves. The Government is prepared to a considerable extent to furnish credits to our foreign customers; but the manufacturers must dig up the business for themselves. The big, progressive manufacturers do not need this warning; there were many who acted for themselves before the Government saw the wisdom of appointing a foreign trade mission. They realize that the sooner paternalism is done away with the better.

In this connection I might mention something said to me by a large Canadian manufacturer who, for some time past, has been seeking business abroad in Australasian and Indian markets, among others, and finding he could compete in the products—wire, nails, and other metal products—if he could get the ships to carry the goods at a reasonable rate. His proposal is that the ships now being built for the Government should be operated in connection with our railroads so intimately that the rates could be quoted from interior points to Europe and elsewhere by all-Canadian carriers. He was quite confident that Canadian manufacturers could compete in production with the United States or any other part of the world in his line, if they could be assured of reasonable and stable ocean rates and regular sailings.—T.M.F.

DOMINION GLASS

Effects of Fire Were Not Very Serious

A fire which broke out in the Montreal factory of the Dominion Glass Company on Wednesday of this week, will not be a serious factor in reducing the output, THE FINANCIAL POST is informed. The damage is a matter of about three weeks' delay only, and actual fire loss is well covered by insurance. Moreover, the company never operates to capacity, so that orders on hand can be looked after easily. The mishap, however, served to depress the stock at first from 46, its new high, to 43, although it recovered ¾ point later on Thursday.

Buying has been very brisk lately of glass common in prospect, it is reported, of a coming increase in dividend to 5 per cent.

TORONTO RAILWAY MAY PASS DIVIDEND

New Cars and Equipment Seemingly Make Such a Course Necessary

A late wire from THE FINANCIAL POST'S representative at Montreal is to the effect that the passing of the dividend of the Toronto Railway Company is being very seriously considered, and that the announcement of such a step may be looked for.

The company's position in relation to profits is being rendered still more difficult by the orders for the purchase of new cars and extensions ordered by the Ontario Railway Board following on the higher wage schedules now in force.

The fact that a large portion of the shareholders are women and the great bulk are small holders is causing the board to hesitate, but THE FINANCIAL POST is informed that the majority feel that there is no other way out.

No information regarding the situation could be obtained in Toronto. Mr. Fleming is in Ottawa and Sir William Mackenzie could not be reached.

SERVICE AT COST AND TORONTO RY.

Attempt to Solve Problems on a Mutual Basis is Probable

The recommendation of the service-at-cost basis for the settlement of the dispute between the St. John Power Company and its customers by the Provincial Government Commission of Investigation, serves to add strength to the campaign of the Association of Holders of Public Utility Securities. The commission's report, which is outlined in this issue, sets a value on the company's property and then recommends that charges be fixed to allow the company an income of 7 per cent.—a rate not to be exceeded, but not to be allowed to go below 6% without a further rate adjustment. This covers the main principles of the service-at-cost legislation in the State of Massachusetts, which has been followed as a model in the organization of the Canadian association.

Good progress is reported in increasing the association's membership. Already some 1,500 holders of utility securities have given support to the movement, and at the rate of increase it is hoped to secure a total of 5,000 or 6,000. Apart from the support which has been given to the idea as applied to the street railway systems in Kingston and London by civic public bodies, Windsor is concerning the advisability of inaugurating such a system in relation to all the utilities in that city.

While nothing has been done regarding the situation in Toronto, the nature of the problems to be solved and the increasing interest in the movement would seem to make it a logical development that an effort will be made to bring the city and the company together in the hope of evolving some plan which may benefit the citizens and the shareholders. The fact that the service-at-cost system was first mooted in Canada by Herman H. Pitts, director of Toronto Railway, who has been working strenuously to bring the warring factions together, and that the Montreal section of the Board has, from time to time, indicated a belief that the situation here is not without hope if proper tactics are employed, would seem to bear out this conclusion.

MANITOBA PAID A HIGH RATE FOR FARM LOAN FUNDS

Over 8 Per Cent. Indicated on a $1,000,000 Short Loan

THE SALE OF SERIES L

Issue Held For Some Time By Telephone Commission Disposed of at 94 and Deficit Made Up Out of Revenue

That the working out of the Government farm loan schemes in Western provinces makes it more and more evident that an immediate benefit to a few is working to the permanent detriment of the whole community is becoming more and more evident with developments. The idea that by some economic paradox, by some financial legerdemain, a Government can give benefits to one class without some effect upon the whole is generally accepted by the people in blind faith, and this faith is often fostered by politicians, who see a means of gaining transient popularity while evading problems left to others who follow.

In Manitoba, for example, money has been loaned to the farmers at 6 per cent., which is a lower rate than it was borrowed at, and the difference, together with the cost of operating, is a general charge to the ratepayers, which means that those who took advantage of the system increased the tax burden of the whole community. An official of a Western loaning company thus refers to the situation in Manitoba:

> My complaint about the present system is that it is a distinct bonus to a preferred group of farmers. The Government cannot undertake to provide the $75,000,000 or thereabouts necessary to pay off every farm mortgage, so that the whole community is being taxed for the maintenance of a loaning scheme to benefit a few. Then, of course, it is a grave injustice to existing lending agencies which are compelled to meet their overhead expenses out of earnings and are losing business to this subsidized Farm Loans Association.

The Telephone Fund

This correspondent refers to the utilization of replacement funds of the Telephone Commission which has been frequently mentioned as one means used to raise funds for farm loans, also to the short-term Dominion Government loans, and to demand deposits, as dangerous methods for financing thirty-year farm mortgages.

Regarding the reference to telephone funds, recent inquiries have indicated some interesting features of the relations between the Government, the Telephone Commission and the Farm Loans Board. It would appear that when the present Government went into power there was found need for $1,000,000—probably to clear up debts which departing administrators left behind. Under the circumstances, $1,000,000 of replacement funds of the Telephone Commission evidently offered the quickest and most direct solution, this amount being replaced by a Government issue of bonds bearing 5 per cent. interest and traded at par. This issue was designated Series L.

Then after the Farm Loans organization borrowed $1,000,000 from the Government on Farm Loans Bonds, a public sale of $1,000,000 of provincial bonds, Series L, took place. This sale is described in the following, taken from the provincial accounts of the province for 1917-1918.

Proceeds Sale of Treasury Stock

Proceeds: $1,000,000 at Par, Series L.		
Cash received on basis of sale at $94		$ 940,000
Discount and expenses—paid by revenue		60,000
Distribution—		
Payment of amount owing Manitoba Farm Loans Association Dec. 1st, 1917	$1,000,000	
	$1,000,000	$1,000,000

Rate Over 8 Per Cent. Indicated

This issue, sold by the province at 94, and coinciding with an issue offered by a Toronto syndicate at 96.97 and interest, meant that the ratepayers of the province had to pay $60,000 in order that the Farm Loans Board might have its million. In other words, the money loaned to the farmers at 6 per cent. evidently cost the Government, and the people of the province about 8 1-3 per cent. Further, it would appear that the Telephone Commission, which had $1,000,000 of funds in the first place, and later Government bonds of the same face value, now holds bonds of the Farm Loans Board.

That the Province of Manitoba should pay such a high rate of interest for capital seems almost incredible, but it is indicated by the information available. Series L was issued in October, 1915, for five years at 5 per cent., but in estimating the rate it must be remembered that only $940,000 was realized, and that at the time the sale was made the period of the loan had been, roughly speaking, cut in two.

Such financing is dangerous, but public opinion in the province sleeps through it all. It may be recalled that no one realized where Roblin financing was leading until it was too late.

AFFAIRS OF G.T.P. ARE IN BAD WAY

Government Notified That the Road Will Be Closed Down if Assistance Not Given

By Resident Representative

OTTAWA.—While the report of default of interest on Grand Trunk Pacific bonds was unfounded, it is learned that the funds were raised only with the greatest difficulty and that the affairs of the road are in a very bad way.

The Government has been notified that unless there are funds forthcoming for operating purposes at once, it will be necessary to close down the system.

Principal G. T. P. obligations are as follows:

1. First mortgage bonds for 75 per cent. of estimated cost, 3 per cent., guaranteed by Dominion Government.
2. Second mortgage bonds, for 25 per cent., guaranteed by Grand Trunk.
3. Loan by the Government for ten million dollars, guaranteed by Grand Trunk.
4. Loan by the Government for fifteen million dollars, guaranteed by Grand Trunk.
5. Loan by Government to G.T.P., not guaranteed.
6. Sums of about eight, seven, and seven and one-half millions, from the Government and not guaranteed.

STEEL MARKET IS STILL UNSETTLED

Big American Interests Co-operating in Secretary Redfield's Plan

The talk of lower prices for steel continues in the market. It is a fact that the "set prices" of the war period have, in many ways, spoiled the trade for what has followed. When prices were fixed, buyers and sellers knew their ground for the coming three months. Not only so, but they were quite certain that when changes would be made they would not be radical, and would be in keeping with the cost of material and labor entering into the output.

Last week a number of prominent steel producers were meeting in New York, and according to the authorized version they "discovered" that George N. Peek, recently named by Secretary Redfield as chairman of "The Industrial Board of the Department of Commerce" was in town, and accordingly they invited him in to explain Secretary Redfield's plan for the deflation of war-time prices. Indications are that the steel producers are going to make a show of resisting the movement, but will gracefully yield at the last moment.

If ordinary price-cutting began it would become indiscriminate and there would be no way to put a peg in. Now the desired opportunity is very nicely presented, but if it were embraced with open arms, Secretary Redfield's board would ask for reductions greater than the steel producers want to make, hence there is going to be a show of resistance, and there will be whatever delay can be occasioned. By reason of the Sherman law the producers would not feel free, in ordinary circumstances, even to have a general meeting to discuss prices, but now there is ample justification for calling a general meeting to discuss Secretary Redfield's proposal.

Last December's reductions averaged about $4 a ton on the full line, seeing that wire products were not reduced at all, but the next reductions will probably average considerably more, possibly even more than $10 a ton, or half a cent a pound.

SIGNIFICANCE OF THE RISE IN VICTORY BONDS

Destined to Have an Important Bearing on Investment Markets

ON A 5 PER CENT. BASIS

Stock Markets Generally Are in Buoyant Mood and Are Discounting Approach of Brighter Days

Long term Victory bonds are now practically on a 5 per cent. basis. The movement which has carried the premier Canadian security up to this level has been the outstanding event of the week marketwise. That it is a most gratifying development from the national standpoint is self-evident since it demonstrates clearly the strength of the nation's financial resources. Canadians may well be proud of the achievement, especially when the position of Canadian war bonds is contrasted with that of other countries.

It appears to be the consensus of opinion in investment circles, despite the questionings of a few, that the movement has been entirely genuine. Real investment buying lies behind the upward swing. It is also agreed that there is a direct connection between the taxation of incomes, actual and prospective, and the rise in the price of the bonds. The filling in of income tax forms has been one of the duties which all citizens in receipt of incomes of $1,000 and upwards have been called upon to perform during the past few weeks, and this has directed renewed attention to the desirability of possessing tax-free bonds. It is also to be taken as a foregone conclusion that the income tax rate, especially in the case of large incomes, will be raised by the present Parliament, and accordingly, those people who will be hit by the higher

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AT ALL BRANCHES

EST'D 1873

COMMISSIONERS OBTAIN JUDGMENT AGAINST POWER CO.

An Interpretation of 125,000 Horse-power For Commercial Use

NO DAMAGE DONE

Judge Holds That Company Has Not Infringed Against Rights of Contract and That Plant is Efficient

The decision of his Lordship Judge Midleton in the case of the Queen Victoria Niagara Falls Park Commissioners vs. the Electrical Development Company of Ontario, Limited, has been handed down. It will be remembered that this dispute covers the amount of rentals which must be paid by the Electrical Development Company to the Government Commission for the use of the waters of the Niagara River under an agreement dated 1903. The Government Commission insisted that the company should pay a rental based on the maximum instantaneous peak generated, whereas the company stated that owing to the contract giving it the right to generate power "for commercial use," that it was the intention of the agreement to measure the power generated for the purpose of calculating rentals in accordance with the ordinary commercial sale of power, that is the average kilowatt hours or average horse-power generated during the year. In the judgment the Park Commissioners' claim is sustained to the extent that they are given the right to collect rents based on the instantaneous peak generated less whatever amount of power is found necessary to generate to enable the company to make the power saleable, that being taken by the Judge to mean power used in the station of the company for lighting, excitation, and transformer loss.

Franchise Not Effected

The Commissioners also asked that the Judge make a finding that the company had forfeited its franchise due to the fact that it had leased its plant to the Toronto Power Company. The Judge, however, found that the lease did not affect the franchise, as it did not amount to an "amalgamation," which is specifically prohibited by the Government agreement.

The Commissioners also sought to collect damages from the company for using water from the Niagara River in excess of the right given them under the agreement, but the Judge finds that the claim for damages which was based on the total amount received by the Power Company from its customers because of the use of the excess water—was not proven, as the Judge states that although the amount of water exceeded that which the company was authorized to take, that no serious damage was proven by the Commission. The Judge states in regard to this "the plaintiffs have not shown any special damages resulting from the use of water which otherwise would have gone idly by the property." The finding, however, states that the company must pay a rental for this water on approximately the same basis as its other rentals.

An Efficient Plant

The commissioners and the Hydro Electric Commission have been alleging for some time past that the company's plant is inadequate and out of date, and the company in the present action sought to have a declaration made that the plant and machinery which they had installed is such as they are entitled to maintain under the terms of the contract. The judge finds this to be so and states that "the agreement does not contemplate any change in the system as the standard of efficiency advances." He finds that so long as the machinery is maintained in a state of reasonable efficiency the company cannot be compelled to change its plan of generating power with the advances made from time to time in the art.

To Higher Courts

This case has been a bone of contention for over ten years, and there is little doubt that the present decision will be appealed as the agreement with the Government upon which the decision is based does not expire until 2013, and the difference between the average basis and the peak basis of calculating the rentals is stated to be about $200,000 so far, and would amount to a very large sum during the period of the contract.

The judgment states that no consideration was given to the testimony of the experts of the Power company in arriving at a decision in reference to the generation rights of the company, especially as to the "commercial use" of power, and as this is the crux of the dispute it is probable that strong argument will be made on the appeal by the company for the admission of the experts' evidence as to the proper definition of commercial power, which the experts testified at the trial was a fluctuating quantity, as no general power load was measured by the instantaneous maximum demand as claimed by the Park Commissioners.

EXPORT STOVE TRADE

Aggressive Efforts Being Made to Secure Foreign Business

The Canadian stove and enamelled ware manufacturers are making an aggressive effort to develop export business and to secure orders from Europe, Australia, New Zealand and South Africa. A. M. Smith, sales manager of the McClary Manufacturing Company, will, on behalf of the manufacturers, make a personal investigation of European prospects looking particularly to Roumania and Serbia where an arrangement of Government credit would no doubt be an important factor.

BIG BRITISH ORDERS FOR CANADA'S BACON

Contracts Recently Placed With Canadian Packers For 10,000 Tons

There has been a very material improvement in the situation facing the packing concerns of Canada of recent date. Advice received by the trade this week indicates that the British Government has decided to place contracts with Canadian packing firms for about ten thousand tons of bacon. This while it will not be sufficient to clear all the surplus stocks at present in the hands of the packers, will dispose of roughly two-thirds of these stocks. As one of the most serious factors that has faced the packers during the past few weeks, since the British Government announced its intention of discontinuing purchases of bacon for the time being, was the enormous accumulation of stocks ready for shipment, that could not be assimilated by the comparatively modest requirements of the Canadian market, in time to prevent depreciation and loss, it will readily be seen that this announcement of the taking over of a substantial proportion of this reserve, will prevent any serious setback to this great industry

This action was forecast some days ago when the British Government, in response to representatives of Canadian officials in England, asked for tenders from the Canadian packers, and it is understood that the orders are being apportioned among the different packing concerns on a pro rata basis of the quantity offered.

TO SAVE CANADIAN CAPITAL IN MEXICO

Representatives of Mexican Tramways to Interview President Carranza

WASHINGTON.—Two representatives of the Mexico City Tramways Company have been sent to Mexico City by Canadian capitalists, the principal owners of the company, to seek to prevail upon President Carranza to restore the property to the owners, according to diplomatic advices from Mexico City. The tramways were seized in 1916 while a strike was on in the city and the Government claimed it was acting to protect the property. The company has made the formal charge that the strike was provoked by the Government as an excuse to seize the property.

NEW YORK.—The formation of an international committee of bankers, representing the United States, Great Britain and France, with J. P. Morgan as chairman, to protect foreign investments in Mexico is regarded as one of the most favorable developments in connection with the affairs of foreign interests in Mexico in recent years.

Although the bulk of the interests favorably affected is oil and Americans own about 90 per cent. of the oil resources of Mexico, according to the Wall Street Journal, British and French investors are largely interested and considerable Canadian capital in such projects as power development is also concerned.

A great deal of the foreign capital which has been invested in oil production and other projects has at times in the past few years been in danger of being lost through confiscatory Mexican decrees. This has applied more directly to the oil developments but other investments have also been involved.

The movement behind the appointment of the committee is purely a voluntary one and unofficial in character, although it has been undertaken with full knowledge and good wishes of the Government of the three nations named.

The American Locomotive Company has received orders for 62 locomotives for shipment abroad, and has distributed orders for the steel requirements for 110 locomotives, for which it has contracts from railroads in this Country. It is stated that approximately 9,000 to 10,000 tons of steel plates have been ordered thus far.

DIVIDEND FOR HOWARD SMITH BY MIDSUMMER

Expected That Small Bank Loans Then Will Be Effected

10.6% ON COMMON

Earnings For 1918 — Export Demand Improving — Lost $100,000 By Delay — Big Improvement For 1919

The passing of the common dividend by Howard Smith Paper Mills, Ltd., naturally was the subject of some anxious questioning of the president, Howard Smith, at the annual meeting this week. While no definite statement was forthcoming it was intimated that a "surprise" might be in store for the shareholders anytime. So far as THE FINANCIAL POST can learn there is little likelihood of anything being done to restore the dividend of 8 per cent. until midsummer, owing to the increase in the bank loan during the past year from $60,000 to $200,000, and the lessening of the company's liquid assets owing to the outlay on the new mill and heavy investments in raw materials.

Inquiry shows that the immediate reason for the passing of the dividend last year, when only two quarters were met with the regular 2 per cent. was that an unexpected delay had occurred in the completion of the Crabtree mill, which was changed over from newsprint to book and writing paper, but was not started until July, 1918, instead of the first of the year as had been expected. The loss through the delay, due to the non-delivery of the turbine wheel in time, is estimated at about $100,000, or far more than sufficient to meet the common dividends. As a matter of fact the statement for 1918 owes very little of the total profits of $257,000 to the new mill, as over six months overhead expenses were charged against its output.

"Servant" of Regular Business

If the demand keeps up for 1919, the president, Howard Smith, declared that the company would do exceedingly well, with profits far ahead of last year. The Beauharnois division is stocked up with orders, but the grade of paper made by the new Crabtree mill slackened off in demand with peace and uncertain business conditions, and the orders on hand will not last more than a few weeks. He held out a promise of improved export business, especially to South America, South Africa, and Australia and New Zealand. Some paper was sent to England but this is not regarded as a normal development.

With the new mill operating to their capacity the earnings will for the first two months of the present year, it is understood, ran almost double the amount of 1918, but this condition of course cannot be counted on to continue.

With a gain in total profits of $52,000 over 1917 there remained available for common dividends this year the sum of $112,442 or a percentage of 10.6, compared with $124,122 or a percentage of 11.7 in 1917. The reason for the higher rate one year ago was that the amount deducted for depreciation in 1918 was much larger than in 1917, $71,000 as compared with $27,000. During 1918 there were two dividends paid on the common compared with a full year's payments in 1917, at the rate of 8 per cent. The reserve, or surplus at the end of the year, amounted to $91,292 as against $81,622 one year ago.

The statements for the last three years are as follows:

Profit and Loss Account

	1918	1917	1916
Net profits	$252,604	$200,546	$159,153
Sundry rev.	824	3,716	284
From ind.	3,812	......	......
	$257,241	$204,262	$159,437
Deduct—			
Int. on bds.....	$ 17,730	$ 11,150	**$18,151
Pref. div.	33,250	33,250	a99,648
Com. div.	21,250	42,500	.....
Bond red., etc. .	4,760	2,240	......
Deprec.	71,243	27,949	31,508
Res. taxes	17,716	*5,550	10,950
Bal. for res.	$ 91,292	$ 81,622	—$ 810
Bal. from prev. yr.	114,473	32,850	33,660
To gen. reserve...	$205,765	$114,473	$ 32,850

*Including written life insurance, $2,500.
**Patriotic fund, etc.
Three years' payments, 1914, 1915, 1916.

Construction and Capital

The construction work of the company influenced the working capital position. Inventories rose over $120,000, to $318,000. Cash declined by nearly $25,000, while on the other side bank loans rose from $60,000 to $200,000; accounts payable from $64,000 to $208,000, and current liabilities were nearly $300,000 ahead. The working capital declined from $199,476 to $69,868.

The tables compare as follows:

Working Capital

	1918	1917
Cash	$ 17,869	$ 42,488
Victory bonds	5,500	......
Acc. rec.	168,615	165,794
Invent.	318,869	197,873
	$510,853	$346,105
Current Liabilities		
Bank loan	$200,000	$ 60,000
Accs. and b. pay.........	208,524	64,938
Wages, etc.	19,768	8,137
Acc. int. bds.	4,380	5,250
Pref. div.	8,312	8,312
	$440,986	$146,629
Bal. work. cap.	$ 69,868	$199,476
Decr. for 1918		$129,608

How Sales Have Grown

The record of sales of the company is an interesting one. It compares as follows:

1915	$399,712
1916	694,966
1917	1,122,216
1918	1,377,144

In the assets the property shows an increased reduction from $1,435,866 to $1,783,954. The total assets rose from $2,175,626 to $2,631,666. Bonds have been reduced from $300,000 to $288,000.

ATLANTIC SUGAR IN EXPORT FIELD

A Successful Bid Made For British Business For Refined Product

The Atlantic Sugar company has made a successful bid for British business on refined sugar. The exact quantity of the orders being filled at the present time are not known but they are of considerable proportions. The company has been working on them for some time past, and it is stated that it will take three weeks operations yet before the order is completed. This business has given the company an item of business that enables them to operate continuously with a heavy output and therefore is a factor in reducing production charges, which have been a varying factor in the uncertain conditions of the past year.

Officials of the company believe that this is only the beginning of a market that should be a factor in the Canadian Sugar Refining trade for a considerable time to come. In this business they will of course have to compete with the American refineries, but as Canadian raw sugars are derived largely from British West Indian countries, which are under preferential tariff agreements with Canada they are favorably situated as far as costs of production are concerned, and officials of the company believe that there should be no difficulty in getting a further business from the British market.

NET EARNINGS C.P.R. AT LAST SHOW GAIN

Exceptional Weather in January Enabled Road to Run Ahead of Last Year

After dropping $10,000,000 in earnings in 1918, as compared with 1917, it is rather refreshing to receive a report of the company for January of the new year that shows net earnings, keeping ahead of operative expenses. With gross earnings of $13,028,328 for January, 1919, the increase was $2,238,510 over January of last year, but operating expenses increased only $1,852,991 to $11,474,816, leaving net earnings of $1,553,512, or an increase of $385,519 over 1918.

It is too early yet to conclude that net earnings for 1919 will run ahead of those of 1918, for the month of January, 1918, was exceptionally stormy and heavy extra costs were piled up on this account. Even as it was, with freight rates up 40 per cent. over January, 1918, the gain in net is less than 3 per cent. of the gross earnings.

But, while exceeding net earnings of 1918, the figures for 1919 fell below those of 1917 and 1916, and 1913.

The following table shows the gross and net earnings since 1909:

	Gross	Net
1919	$13,028,328	$1,535,512
1918	10,789,817	1,167,996
1917	10,158,307	2,431,478
1916	8,588,826	2,090,408
1915	6,109,026	1,140,233
1914	7,916,216	1,000,174
1913	9,679,607	1,662,373
1912	7,328,782	1,082,858
1911	5,740,206	656,118
1910	6,104,426	1,316,599
1909	4,761,860	389,750

The figures for the month of January compare as follows:

	1919	1918	Inc.
Gross	$13,028,328	$10,789,817	$2,238,510
Exp.	11,474,816	9,621,824	1,852,991
Net	$ 1,553,5'2	$ 1,167,993	$ 385,519

NOVA SCOTIA STEEL

Although Scotia common shows no signs of recovery, the preferred is equally obstinate about remaining well over par. A few sales of the latter have been made recently at 105. The directors of the Nova Scotia Steel and Coal Co. met in Halifax, those present being the members of the board resident in Nova Scotia. It was stated after the meeting that the business was purely routine, consisting largely of going over the directors' report to be presented at the annual meeting of the shareholders at the end of this month. The company's plants at Toronto and Sydney Mines are closed down, but two of the coal mines are in operation, and a third is in partial operation.

SERVICE-AT-COST SUGGESTED FOR ST. JOHN POWER

Government Commission Makes a Report to That Effect

7% ON SET VALUATION

Return Would Not Go Higher, and Would Not Fall Below 6%—Something For Common

By Special Representative

ST. JOHN.—Service-at-cost principles form the basis of the report of the Government Commission which has been investigating the affairs of the New Brunswick Power Company, following the move for increased rates to meet the rising costs of operation—the company's preferred dividends are in arrears for the past quarter. The commission sets a figure of cost of the various properties to the company, $2,800,000, as compared with $2,200,000 and $3,670,806 by the city and company experts respectively, establishes the standing of the $3,100,000 bonds and preferred stock and reduces the $2.000,000 of common stock to $500,000. Intangible assets are not embraced in the valuation.

A basis for service-at-cost is thus reached, that basis being recommended at 7 per cent. on the $2,800,000 valuation in addition to operating charges, the rate to go no higher and no lower than 6 per cent. under any circumstances. This would give the company a maximum income for distribution of $196,000 and a minimum of $168,000, while bond interest and preferred dividends would require $157,500. There would thus be certain funds available for common shareholders but the report requires that a reserve of $300,000 be built up before any distribution on the junior stock is made. Salient features of the report are summarized as follows:

The commission finds that the cost of the property of the company in service Jan. 1, 1919, totals $2,800,000, and this is accepted as the rate basis, that is the amount on which dividends should be provided. This amount does not include the water powers, or any lands or expenditures in connection with water power development, these being excluded.

The commission recommends that the bonds, the preferred stock and the second preferred stock shall stand as valid, their amount being $3,100,000, but the report says the common stock at $2,000,000 should be reduced to $500,000 and that no dividend should be paid upon it until a separate reserve of $300,000 has been built up out of earnings, from which a return on the $500,000 of common stock may be paid in the course of time.

The commission advises that complete control of the company, its finances and operation, shall be vested in a board of seven directors, four to be elected by the company and three to be appointed as public directors by the Lieutenant-Governor-in-Council. All these are to have equal voting power.

Directors to Fix Rates

Th commission does not attempt to fix the rates to be charged by the company for its various services, but says the present rates should remain in force until July 1, 1919, and that after that they should be fixed by the seven directors. The commission says the rates should cover the cost of the service, and this cost is to include a normal return of seven per cent. on $2,800.000. This return is to be increased or diminished as circumstances may demand, but in no case is the rate of return to fall below six per cent. or go above seven per cent.

Cost of service is to include $75,000 a year for depreciation, together with all the ordinary operating charges.

The commission recommends that all special taxes be abolished, such as charges for snow removal, rental of streets or bridges and the like, in other words, that the company shall pay only the general property and income taxes.

Provision is made that if the company accepts the commission's report the city is to have the option of purchasing the company's property and franchises for $2,800,000, plus ten per cent. To this would be added any premium which it might be necessary to pay on the bonds.

The Annual Report

The annual report of the company has just been issued showing earnings of $774.251, compared with $590,754 in the previous year. Expenses, however, rose from $424.894 to $612.003 and, after payment of bond and bank interest of $93.089, there was available for the preferred distribution only $69.159, compared with $91,516 in the previous year and $78.750 required to meet the $70,000 obligation on preferred dividends. As dividends of only $62.708 were paid there was a balance of $6.451. Following are comparative figures of the profit and loss account for the past two years:

	1918 12 months	1917 10 months
Earnings	$774.251	$590,754
Expenses	$612.003	$424.894
Interest	93.089	74,344
Net earnings	$ 69.159	$ 91,516
Dividends	62.708	78,750
Profit and loss	6.451	12,766
	$ 69,158	$ 91,516

In connection with the report it should be pointed out that during the year there was an advance in rates granted and that this was no doubt a considerable factor in the showing made.

SCRAP METAL MARKET

Reduction of Price Reported in Montreal

Nothing has happened to help matters in the scrap metal market. In fact the only thing worthy of note is the fact that the Montreal dealers, who have held better prices for some time that the Toronto yards, came out during the week and battered down their lists to a level below that ever offered here.

In reply to the suggestion to one of the largest dealers in this district that it might be good policy to get out and buy at present low levels, the dealer replied:

That will not work out. As soon as we went into the market to buy there would be an immediate recovery from the low prices, and as a matter of fact we have all the stock we want for the present. Many of the yards are pretty well filled up, and some of them are carrying material for which rather high figures were paid. Although prices are low now in comparison with the last year or so, I do not think the bottom has been reached yet. At any rate we are not open to buy at present at the published lists.

IMPLEMENT MAKERS AND FOREIGN TRADE

Price Arrangements For Export Business Are Being Considered

By Resident Representative

OTTAWA.—The agricultural implement manufacturers of Canada are to make a concerted effort to obtain foreign trade, and will probably make an arrangement for a fixed price basis for their products in going after it. Hitherto, both in Canada and in the United States, the implement manufacturers have to a large extent been in pretty keen competition with one another, not only internationally but in the case of individual firms of both nations, for the business. In both countries they are seeing the advisability of working together for the maintenance of prices.

Representatives of the implement manufacturers have been here in consultation with the Canadian Trade Commission to arrange for the pushing of their export business. What is likely to be proposed to them is that they should work in concert, and their orders abroad should be placed through a central selling body, the expenses of conducting which should be maintained by a pro rata tax on each member of the association. They will provide their own credits from a common fund, which can be created by contributions guaged according to the respective interests involved.

Export business has not always been as profitable as it should have geen because of the fact that Canadian manufacturers by acting independently have permitted themselves to be at the mercy of the foreign buyer, who has matched one against the other for his own advantage. It is felt that with a fair fixed price maintained, and with the business handled through a selling organization, this disadvantage would be largely obviated.—T.M.F.

FLOATING DRYDOCK FOR VANCOUVER

Mayor Gale Makes Important Announcement—American Capital Involved

By Special Representative

VANCOUVER.—On the return of Mayor Gale of Vancouver from Portland, where he attended the convention of North-west Rotary clubs, his worship made the announcement that, contingent upon certain guarantees being forthcoming from the Federal and Provincial Governments, a floating drydock would be constructed in Vancouver. The provisos are that the backers, who are prominent Seattle men, may obtain the subsidy provided for under Dominion law and a guarantee from the province covering principal and interest on bonds not to exceed fifty-five per cent. of the cost of the property.

The Seattle men propose to build a steel dock of 25.000 tons, capable of handling the largest ships which make the Port of Vancouver. Embraced in the enterprise will be a shipbuilding and repair plant, the whole to cost in the neighborhood of $4.000.000. While the Dominion Government subsidy of 4½ per cent. will cover the undertaking, the Provincial measure provides only for shipbuilding plants.

At a meeting held in Vancouver Saturday morning, it was decided to send representatives of the City Council, Board of Trade, and B. C. Manufacturers' Association to Victoria to induce the Government to widen the scope of the Act to include drydock plants.

Foreign exchange transactions between the United States and Russia have been prohibited by the U.S. Federal Reserve Board, and similar action has been taken by the authorities of Great Britain and France. It is understood that ona purpose of the step is to stop the financing of Bolshevik propaganda.

EXECUTIVE HEAD OF NOVA SCOTIA TRAMS RETIRES

Vice-President Smith Drops Out—Mallinson Now in Charge

NO CHANGE OF POLICY

Denial Issued That There Has Been a Shift in Control—Financial Position is in no Way Affected

By Special Representative

HALIFAX.—The resignation of O. E. Smith, as vice-president of the Nova Scotia Tramways and Power Company is without significance as to policy or finances of the company. Though vice-president, so far as local affairs are concerned, he was the chief executive, E. A. Robert, of Montreal, the nominal president, confining his attention chiefly to other interests. Mr. Smith was completely in accord with the management but he found the pressure of the work more than he cared to continue. Besides he has just left on a vacation trip which may last for six months, though the length of his absence is quite indefinite and will depend on circumstances. The resignation has not yet been accepted, it being agreed by the directors to let it stand action by the stockholders at the annual meeting early in April.

The company has engaged the services of a new official who will act in some measure as assistant to H. R. Maillison, nominally secretary-treasurer of the company but who in reality is the general manager and the man behind the gun in everything that is done. Mr. Weston is an expert in street railway operation and in view of probable changes in the lines and extensive additions to equipment, his services will be specially valuable. Mr. Weston was a captain in the American infantry at the front and is just back with his discharge from France.

Earnings are Growing

It is learned that the company's gross earnings in the tramway department, are showing steady and continued growth. Eighteen new cars have been ordered and six of them will be in commission in early summer, the others not being available till later in the season.

In the light and power department, also earnings are said to be satisfactory. The company has been having trouble with its gas, the quality of the coal making an abnormal quantity of sulphur. The price of gas was almost doubled by permission of the public utilities board. This advance and the inferior quality lessened the consumption. A change in coal has now removed the sulphuric objection.

The rumor that the control of the company has passed into new hands is pronounced absolutely incorrect. There is no change.

THE MACHINERY MARKET

Readjustment Being Reached on a More Favorable Basis

There was a feeling among the dealers in machinery some weeks ago that the market stood in danger of being overrun and swamped with used machinery that was being released in very large quantities upon the termination of the various war contracts. Dealers assert that the most desirable in this is being absorbed without hurting the market, while much of the simon pure single purpose material has gone to the yards of the scrap dealer.

"Do the high prices of machine tools hinder sales?" was the question put to one of the larger dealers in Toronto to-day.

I would not say that the prices had much to do with most of the sales that the being put through, was the reply.

At present the average prices of these tools is at least double what it was at the outbreak of the war. But we do not see much to show that prices are likely to break. Very often if the price seems a little stiff the customer will work his way out by going into the used machinery market, and is often able to pick up a tool that has not been in use very long. New lists that are coming out do not show concessions in prices. As long as firms can sell at the present prices there is not much chance for a lower level of values.

NATIONAL STEEL CAR

A New York despatch states: "National Steel Car Company of Canada, which American Car and Foundry Company will take over and operate, manufactures steel and wooden railway freight and passenger cars. It has a plant at Hamilton, Ontario, with capacity of 6,000 to 7,000 cars annually. Capitalization is $3,000,000 common and $3,000,000 7 per cent. cumulative preferred, of which $2,000,000 common and $1,500,000 preferred is outstanding. The acquisition will be of big benefit to American Car and Foundry, as there is going to be a rehabilitation of Canadian railroads during the next two or three years, and Canada's large resources offer big possibilities for the future."

The boom in this Hamilton security has ceased, but the advances are held, common at 14 against 5½ at the first of the year, and preferred at 57, against the year's starting point of 20.

PROTECTION IS DEMANDED

Action Favoring Interests of the Brunner Mond Company

WINDSOR.—Declaring some form of protection is necessary for the Brunner Mond Company, Amherstburg, to successfully operate in competition under present circumstances with similar concerns located in the United States, the Border Chamber of Commerce, comprising representatives from the five municipalities of Ford, Walkerville, Windsor, Sandwich and Ojibway, at a recent meeting passed resolutions calling upon the Dominion Government to enact such legislation as would remedy existing conditions.

Should the Government respond satisfactorily, the Brunner Mond will commence operations shortly employing at least 300 men at the outset, and gradually enlarging their staff of employees. Operation of the big Amherstburg plpant means at least $2,000,000 annually in Canada.

NO U.S. GRAIN IN OUR ELEVATORS

Report Evidently Engineered by Some Winnipeg Interests Against Grain Commission

By Resident Representative

OTTAWA.—Considerable comment has been aroused around the House as to the purport of a question of which notice has been given by the member for Vancouver, Mr. Stevens, as well as a resolution by the same member. The "sensation" which is said to be back of this is, in effect, that the United States has been choking up our elevators with their grain and crowding our own people out. "Millions of bushels of American grain," so the story goes in the corridors, "have been piled up in our elevators in the West, and they are still choked with it."

The questions have not yet been replied to in Parliament; but when they are it will be to disclose another mare's nest. The facts are that there is not a bushel of American grain stored west of the lakes. There is about ten million bushels of American wheat on boats at the head of the lakes; but none in our elevators. Last summer, before our own crop was ready for the elevators, the Americans had a large stock of grain owned by the Imperial Government, which at the request of those in charge of exporting grain for Great Britain was given temporary accommodation in our elevators. Any accommodation which has been furnished in this way in Canada has been, not to accommodate the United States, but the British Government. The same thing happened later on towards the close of the war, when it was necessary to rush through some oats for the Imperial army. But there is not a vestige of truth in the implication that our elevators have been made use of for the benefit of the United States to the exclusion of our own people; and any action taken was in accordance with the orders of the Wheat Export Company acting for Great Britain.

The attack appears to have been engineered by certain Winnipeg grain interests, also associated with newspaper proprietorship, and is aimed at the Grain Commission.—T.M.F.

FACTORIES FOR BORDER CITIES

Twelve American Concerns Negotiating to Build Plants in Canada

By Special Representative

WINDSOR.—Plans are being made for the location of a large malleable iron corporation with extensive connections in the United States, on the Windsor industrial site. Negotiations to this end have been pending for considerable time. Altogether, 12 large manufacturing firms with headquarters across the border are negotiating for sites in the Border Cities of Ford, Walkerville, Windsor, Sandwich and Ojibway, while numerous smaller concerns are also carefully looking over the situation.

As a result application will probably be made to the provincial legislature by the city of Windsor for permission to expend further monies in acquiring additional property to be converted into industrial sites. The suggestion, made by Commissioner Sclanders of the Border Chamber of Commerce is now under consideration by the industrial and transportation, and finance committees of the council. The municipality has already spent $20,000, the limit provided for under the act.

Building operations in the principal U.S. cities for the calendar year 1918 totalled $490,000,000 compared with $816,000,000 the previous year and with $1,133,000,000 in 1916 in which year a new high mar was recorded in total building activity. The decline in building operations in the principal cities during 1918 as compared with 1917 was just about balanced by Federal Government building operations in camps, forts, cantonments and in the smaller manufacturing cities of the country, with the result that the entire building operations of the United States last year slightly exceeded those of the preceding year.

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The attention of manufacturers is drawn to the excellent facilities this Bank offers in all branches of a complete banking service.

A good banking connection is an essential to the success of the manufacturer or merchant.

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PORTO RICO—San Juan, Mayaguez and Ponce. COSTA RICA—San José.
DOMINICAN REPUBLIC—S. Domingo, Puerto Plata, Sanchez, S. Pedro de Macoris and Santiago de los Caballeros.
MARTINIQUE—Fort de France. GUADELOUPE—Pointe-à-Pitre and Basse Terre.
VENEZUELA—Caracas, Ciudad Bolivar, Maracaibo and Puerto Cabello.

BRITISH WEST INDIES

Antigua—St. John's. Bahamas—Nassau. Barbados—Bridgetown & Speightstown. Dominica—Roseau. Grenada—St. George's. Jamaica—Kingston. Montserrat—Plymouth. Nevis—Charlestown. St. Kitts—Basseterre. Tobago—Scarborough. Trinidad—Port of Spain and San Fernando.
BRITISH GUIANA—Georgetown, New Amsterdam and Rose Hall (Corentyne).
BRITISH HONDURAS—Belize.

CAPITAL PAID UP & RESERVES - - - $30,000,000

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THOS. F. HOW, *General Manager* JOHN R. LAMB, *Asst. Gen. Manager*

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The Northern Life Assurance Company of Canada

Comparative Record

	1918	1913
Income for the Year..$	674,707.90	$ 446,583.52
Paid Policy Holders during year	239,332.00	66,312.77
Policies issued and revived	3,411,300.00	2,206,527.00
Insurance in force 31st December	13,724,762.00	10,046,104.50
Policy Reserves 31st December	2,440,221.25	1,475,808.41
Total Assets 31st December	3,090,373.46	2,027,065.66

For particulars of contracts and available territory, communicate with us to-day.

Head Office: - London, Ontario

The Security Life Insurance Company of Canada

Synopsis of Annual Report for the year ending December 31st, 1918, presented at the recent Annual Meeting of the Company.

		Increase over 1917
New Insurance issued	$ 560,750	10%
Total Insurance in force	1,658,458	20%
Gross Receipts from Premiums and Interest	52,184	18%
Total Cash Receipts	82,837	42%
Amount Paid for Death Claims and Surrender Values.......	26,804	220%
Total Expenses of Management	32,705	½%
Balance Receipts over all Disbursements carried to Investment Account	23,327	66%
Reserves for Policyholders' protection, including full provision for special policy guarantees	106,254	32%
Gross Assets as per Balance Sheet, less amount due on Victory Bonds	153,161	19%

Although the Net Premium and Interest Income for the year was $10,353.74 greater than the previous year, the expenses of management only increased $189.64, being $8,135.53 less than in 1916 and $15,716.54 less than in 1915.

The Investments in Government and Municipal Bonds and Debentures amounted to $118,036, being 79% of the Total Assets.

The Death Claims during 1918 were, owing to the Influenza Epidemic, very heavy, being for a total of $52,350, of which $1,000 was a War Claim, $46,200 from Influenza and $5,150 from usual causes. In connection with these Claims, the Company had Re-Insurance of $22,000, leaving a net Death Loss for the year, of $30,350.

The five Directors whose term of office expired this year, Sir Henry M. Pellatt and Messrs. Victor Morin, B. F. Ackerman, T. J. Dillon and J. F. Brown were all re-elected.

The complete report giving all details will be furnished to Shareholders, Policyholders and any others desiring it.

The Company decided, following the termination of the war, to push more vigorously for business during 1919. The New Business applied for in the month of January was in excess of that for the first quarter of 1918. Month by month the increasing popularity of the "All Guaranteed Policies," which this Company issues exclusively, is evident. A good contract for the insured, and an easy contract for the agent to sell. Agents wanted.

OFFICERS AND DIRECTORS

President:
BRIG.-GEN. SIR HENRY M. PELLATT, C.V.O.

1st Vice-President and General Manager:
J. O. McCARTHY,
Ex-Controller City of Toronto.

Vice-Presidents:

VICTOR MORIN, LL.D.
Notary Public
Montreal

W. W. HILTZ
Builder, Toronto
Alderman, City of Toronto

W. O. McTAGGART
Toronto
Ex-Chairman, Board of Education.

Directors:—Mark Workman, Montreal, President Dominion Steel Corporation; Col. J. B. Miller, President and General Manager Polson Iron Works, Ltd., Toronto; T. J. Dillon, President and General Manager Canada Forge Company, Welland, Ont.; H. C. Scholfield, Vice-President Page-Hersey Iron, Tube & Lead Co., Ltd., Toronto; H. Waddington, Managing Director Standard Reliance Mortgage Corporation, Toronto; B. F. Ackerman, Peterboro, Wholesale Harness Manufacturer; W. H. Elliott, B.A., Ph.B., Toronto, Inspector Public Schools; J. P. Laporte M.D., Joliette, P.Q.; J. F. Brown President Brown's Copper and Brass Rolling Mills, Toronto; John W Russell, M.D., Toronto.

Medical Referee:—R. J. Wilson, M.D.
Secretary:—K. C. O. Johnson.
Cashier:—E. M. Murphy.

Head Office: Security Building, 37 Yonge St., Toronto.
Montreal Office: Shaughnessy Building, 137 McGill St.

City of St. Boniface
DEBENTURES

SEALED Tenders, addressed to the undersigned, and marked on the outside: "Tenders for Debentures" will be received up to eight o'clock P.M. on Friday, the 14th day of March, 1919, for the purchase of the following debentures to pay for Local Improvements, Bridge and Waterworks:

Particulars of Debentures:

	Dated: 2nd January, 1919. Bearing 6% Interest	2nd July, 1915, 5% Interest.
30-year Debentures	$141,446.70	$166,645.80
20-year "	8,860.55	54,048.81
10-year "	15,688.85	....
7-year "	7,027.90	6,216.01
5-year "	4,438.40	....
20-year Debentures (guaranteed by Manitoba Government "Good Roads Act") cannot be delivered before August 1st, 1919, approximately....	60,000.00	....
Total	$237,462.40	$226,910.62

Principal payable at the end of term.
Coupons for interest attached.
Interest payable half yearly, on July 2nd and January 2nd.
Principal and interest payable at:
Banque d'Hochelaga, St. Boniface, Man., and Montreal, Que.
Clydesdale Bank, Limited, London, England.
Canadian Bank of Commerce, Toronto, Ont.
National Park Bank, New York, N.Y., U.S.A.
Debenture and coupons expressed in Sterling and Canadian currency.
Purchaser to pay accrued interest, take delivery and make payment in St. Boniface or Winnipeg, in Manitoba, Canada.
No tender necessarily accepted.

St. Boniface, Man.
1st March, 1919.

ERNEST GAGNON,
City Clerk.

WAR-TIME PRICES MUST BE BROUGHT TO PEACE BASIS

The Problem Which Secretary Redfield is Tackling in States

CANADA'S POSITION

If the Plan Works Out on Other Side of the Boundary it Will Be An Example to Follow in This Country

By A. R. KENNEDY
Editor, "Canadian Machinery"

Secretary Redfield of the U. S. Department of Commerce, has started out to find the solution for a big industrial problem in the republic that has its counterpart in Canadian affairs right now. At the outset the Secretary of Commerce acknowledges what is very patent to even a casual observer, viz., that the continuance of war prices in peace times and for purposes of competitive selling, is an utter impossibility. He goes further and admits that the condition is holding back those who would otherwise go into the markets and buy basic materials. This in turn is holding up manufacturing and doing much to bring about unemployment.

With very few alterations it can be stated that the conditions outlined by Secretary Redfield are quite applicable to Canada. There are very good reasons why this should be. Other countries have had similar experiences in the industrial life of the war years. They have gone through a period of tremendous production of war materials in which old lines have been in many cases sadly neglected; whole plants have been changed or rebuilt with the equipment necesary to make munitions; labor costs have gone up by leaps and bounds until it has been an actual fact that in hundreds of cases men who were formerly laborers were making more money than men who had held fairly good executive positions.

With the continued carrying on of the war these conditions came to be more emphatically a part of the industrial life of the whole continent, and the more firmly they became affixed to the industrial fabric the harder the break when the war was over. It has been estimated that for the year 1918 at least 75 per cent of the business being carried on was war work. This business was cut off in a month, and all that remains is the high prices at which operations were moving.

To Form Industrial Board

The Redfield plan proposes to bring into existence "The Industrial Board of the Department of Commerce, composed of representatives of industry, labor and the Government. They are to put into practical effect a programme for the readjustment of prices for basic materials in such a fashion as to create a firm foundation on which the consumer can base his future purchases, and the producer can form necessary estimates."

The official announcement goes on to state that prices are all out of balance, and the law of supply and demand is practically inoperative. Some prices show an increase over pre-war levels of 50 per cent. Against this there are increases that register as high as 250 per cent. Until there is a levelling of these values it is felt that there will be a continuance of the policy of "wait," which is dangerous and particularly undesirable at the present moment.

To quote from the "Remedies" suggested by the Redfield plan:

Probably the first of these conferences should be with representatives of industries producing basic materials, such as iron, steel, lumber, textiles, cement, copper, brick, and other construction materials, and from time to time thereafter such others as may be deemed proper. It is believed, however, that industries dealing in finished products will be able to largely (if not entirely) adjust their prices in line with the above policy, without material aid from the committee.

In addition to giving assistance to industry in reaching satisfactory price basis the board ought to be able to give valuable advice in regard to such questions as the disposal of surplus war materials, it being desirable to accomplish this in such a way as to have as little detrimental effect as possible upon private industrial activities. The immediate object is to bring about such reduced prices as will bring the buying power of the Government itself, including the railroads, telephones, and telegraphs, into action and make it possible for the Government to state that it is willing to be a buyer for its needs at the reduced prices. If these conferences result in such an understanding on the part of the Government with respect to the important basic industries concerning proper prices and bases for prices at which purchases may be made by it, and these are approved by the board, it is believed that upon announcement thereof to the country in general the public will feel justified in promptly beginning a program of extensive buying.

If the Redfield "dose" can produce "a programme of extensive buying" or anything aproaching it in United States, it will be of very considerable interest to this country—so much so in fact the same plan might be tried here.

The Redfield idea is ambitious, and it has the merit of openly and fearlessly recognizing conditions as they exist, and of setting about at once to find a remedy.

EXTENDING TO ARGENTINE

Sun Life Planning to Open Office in Buenos Aires

Plans for the extension of their business to the Argentine Republic are reported to be under way by the Sun Life Assurance Company. F. C. Macorquodale is now on the ground and will be in charge of the branch office to be opened in Buenos Aires. Mr. Macorquodale was formerly connected with the Manufacturers' Life and then with the Prudential of Winnipeg.

PENMANS SURE OF 7, BUT NO MORE

President Holds Out No Hope For Increase Until Future Clears Up

The upward race of the common stock of Penmans, Limited, which rose from 77 to 93 in a brief interval received somewhat of a setback at the annual meeting of the company this week, when the president, Sir Charles Gordon, intimated pretty clearly that no further increases in the dividends of the company could be looked for at present. There was a disposition in some quarters prior to the meeting to look for an increase to 8 per cent., but as it was only a few weeks ago that the stock was placed on a 7 per cent. basis, this was a species of pronounced optimism. The stock reacted about three points as a result of the president's statement.

Sir Charles pointed out in reference to the past year's excellent earnings, that a good deal of this had been due to the large orders that had been received from the Canadian Government and also the United States, and with these cut off as a result of the war being at an end the company would have to seek other outlets for its products. At present the future was a little cloudy, and the directors considered it best to maintain the 7 per cent. rate for the time being. The shareholders had the assurance, however, that the maintenance of the rate at the new figure of seven per cent. was certain. Some hope of a higher rate in the future with good business was held out.

FAIR INCREASE FOR CEMENT COMPANY

No "Big" Advance in Production Looked For—Awaiting Manager's Return

There is much interest felt over the return of Frank P. Jones, general manager of the Canada Cement Co., from Europe. All sorts of reports are floating around as to orders he is carrying in his pockets, one being a large one for a new product of the company, potash, for fertilizing purposes. Little credence is given this at the head office.

The general cement business of the company shows a fair increase so far this year, THE FINANCIAL POST was informed. A big increase is not looked for this year, but some advance over 1918. The munitions plant has been idle since the armistice, but the claims against the U.S. Government are now before the Special District Board.

No action has been taken to sell the Delorimier Race Track, bought in expectation that a big plant for U.S. orders would be built there, but it is known the company could dispose of this at a fair profit.

Keen interest continues to be shown in the claims of coming bonus disbursements, but no definite information is available. The stock rose to a new high of 71, but eased off a couple of points on fairly active dealing.

MILLING SITUATION

Wheat Export Company Orders Have Not Been Apportioned

The milling situation is still complicated by reason of the fact that orders on the 72,000 ton purchase promised by the Wheat Export Company for this month have not yet been apportioned. Some very small allotments have been made but these have been so small as to have no effect on the general situation. Just what the reason for the delay is not generally known, but the trade is still confident that they will be received within the next week or so. The holding up of these orders however is rather serious, as it is forcing the mills again on to a part time operation with the consequent mounting operation costs that this involves. Domestic demand is reported to be fair, but not in any way sufficient to look after the mills if working anywhere near full time.

QUEBEC RAILWAY IN RELATION TO SAGUENAY SALE

Government Buys in the Road For About $3,450,000

HELPS BOND INTEREST

Money, After Paying Contractor, Will Retire Large Portion of Bonds—Improved Prospects For Company

In connection with the recent sale of the line of the Quebec and Saguenay Railway Company to the Government, it has been pointed out that the receipt of the purchase price and its payment to the French currency bondholders would relieve the Quebec Railway, Light, Heat and Power Company, Limited, from all payment of interest on both issues of bonds, which were put out in Paris.

This conclusion could clearly not be drawn from a proper consideration of the relations of the Quebec and Saguenay Railway Company to the Quebec Railway, Light, Heat and Power Company, Limited, and an examination of the trust deeds securing the respective bond issues.

The two issues of French currency bonds, aggregating approximately $5,000,000, were secured by the deposit with the trustee of the bonds of the Quebec and Saguenay Railway Company. The proceeds of the sale, after deduction of the sum required to clear the property of the contractors' lien, the amount of which is still in litigation before the courts, would be paid by the trustee for the Saguenay issues to the holders of the Saguenay bonds.

The holder of the Saguenay bonds would, in this case, be the trustee for the bonds of the Quebec Railway, Light, Heat and Power Company, Limited. Thus the trustee for the Quebec Railway, Light, Heat and Power Company, Limited, bonds will have in its hands for account of the bondholders the purchase price of the road, less whatever sum is finally determined to be due to the contractors. Assuming that the money is used for the redemption of a portion of the French currency bonds, the Quebec Railway, Light, Heat and Power Company, Limited, would then be relieved of the interest only on whatever amount of these bonds were so redeemed, and would still remain liable for both the principal and interest on the remaining balance.

While exact figures covering the contractors' claim are not, of course, available, estimates run around $1,000,000. After this is paid by the trustees, there would remain about $2,500,000 for meeting the bonds. If these were redeemed at par the balance would cover only half the total, leaving the Quebec Railway Company still liable for one-half. On the other hand, if the usual custom were followed of purchasing these bonds on the market, the $2,500,000 would wipe out the greater part of the bonds. The saving in interest to the Quebec Railway would thus run anywhere between a minimum of $125,000 a year and over $200,000, which would be available for the regular purposes of the company.

There is an interesting report circulating of a syndicate that has been buying up these bonds at a price of about 40, and the purchasers would, naturally, feel that they should have some profit on the transaction.

As was pointed out a couple of weeks ago in THE FINANCIAL POST, there would be an allowance also for interest on the Quebec-Saguenay purchase from the Government, covering the period from the time the agreement was signed with the Quebec Railway Company. This is estimated to amount to $250,000 to $300,000.

The market this week reflected the improved sentiment in relation to the company, and there was a good deal of activity, the price holding strong over 19, in place of a drop to 16½ a few days ago.

NATIONAL BREWERIES

Business Conditions Helped by the Referendum

The decision of the Quebec Legislature to submit a referendum on the subject of beer and wine licenses brought new hopes to the Quebec breweries this week. National Breweries preferred, which sold in January down at 53, a decline of 22 points, jumped to 60, and on Thursday was at 62. The common, which sold last month at 15, rose to 20.

The Quebec Brewers' Association has been carrying on a vigorous advertising campaign in the form of an appeal in the daily press for several weeks.

Laurentide Power 5s Due 1946

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J. E. CARTER,
Investment Broker, Guelph, Ontario.

Route Your Shipments CANADIAN NATIONAL

RAILWAY EARNINGS

Thee Companies Showed Increases for February

Gross earnings of the three railroad systems for February showed a total of $20,870,376, an increase of $4,599,791, or 27.6 per cent. over February of last year. The Canadian National Railways led for the month with an increase of 35.7 per cent. For the last week of February the G.T.R.'s increase netted 50.9 per cent.

The figures for the month and last week, are as follows:

	Feb., '19	Inc.	% Inc.
C. P. R.	$10,787,000	$1,463,000	15.6
G. T. R.	4,088,028	1,557,952	16.2
C. N. R.	6,000,342	1,578,839	35.7
	$20,870,370	$4,599,791	27.6
	Week, 1919	Inc.	% Inc.
C. P. R.	$2,591,000	$109,000	4.4
G. T. R.	1,260,470	425,545	50.9
C. N. R.	1,512,271	303,305	25.1
Totals	$5,363,741	$837,850	18.5

DIVIDENDS DECLARED

The Bank of Nova Scotia

Dividend No. 197

NOTICE is hereby given that a Dividend of four per cent. on the Paid-up Capital Stock of this Bank has been declared for the quarter ending March 31st and that the same will be payable on and after Tuesday, the 1st day of April next, at any of the offices of the Bank.

The Stock Transfer Books will be closed from the 17th to the 31st proximo, inclusive.

By order of the Board.

H. A. RICHARDSON,
General Manager

Halifax, N.S., February 18th, 1919.

The Sherwin-Williams Company of Canada, Limited

DIVIDEND NOTICE

NOTICE is hereby given that the thirty-first quarterly dividend of one and three-quarters per cent. (1¾%), being at the rate of seven per cent. (7%) per annum, for quarter ending March 15th, 1919, on the Preferred stock of the Company; has been declared, payable to shareholders of record the fifteenth day of March, 1919, and that Cheques will be mailed on March 31st, 1919.

Books not closed.

By order of the Board,

J. H. GORDON,
Secretary-Treasurer.

Montreal, February 25th, 1919.

Dominion Glass Company Limited

DIVIDEND NOTICE

NOTICE is hereby given that a dividend of one per cent. (1%) has been declared on the COMMON STOCK of Dominion Glass Company, Limited, for the quarter ending the 31st day of March, 1919, payable Tuesday, the 1st day of April, 1919, to Shareholders of record at the close of business Saturday, the 15th day of March, 1919.

By Order of the Board.

MERVYN OFFER,
Secretary.

Montreal, 20th February, 1919.

Brazilian Traction, Light and Power Company, Limited

(Incorporated under the laws of Canada)

PREFERENCE SHARES

NOTICE is hereby given that a quarterly dividend of 1½ per cent. has been declared on the fully-paid Cumulative Preference Shares of the Company, payable on the 1st day of April, 1919, to shareholders of record at the close of business on the 15th day of March, 1919.

J. M. SMITH,
Secretary.

Toronto, Canada, March 3rd, 1919.

Dividend Notice
Canadian Central Electric Co. Limited

COMMON STOCK DIVIDEND NO. 79

NOTICE is hereby given that a quarterly dividend of two per cent. for the three months ending the thirty-first day of March, 1919, being at the rate of eight per cent. per annum, has been declared on the Common Stock of the Company.

PREFERENCE STOCK DIVIDEND NO. 46

Notice is also given that a half-yearly Dividend of three and one-half per cent. for the six months ending the thirty-first day of March, 1919, being at the rate of seven per cent. per annum, has been declared on the Preference Stock of the Company.

The above Dividends are payable on and after the first day of April, 1919, to Shareholders of record at the close of business on the fifteenth day of March, 1919.

By order of the Board,

J. J. ASHWORTH,
Secretary.

Toronto, March 1st, 1919.

The Wabasso Cotton Company, Limited

DIVIDEND NO. 5

NOTICE is hereby given that a quarterly Dividend of 1½ per cent. has been declared on the Capital Stock of the Company for the quarter ending March thirty-first, 1919, payable 2nd April, 1919, to shareholders of record at the close of business on March 14th, 1919.

By order of the Board,

JAS. R. RITCHIE,
Acting-Secretary.

Montreal, February 13th, 1919.

Dominion Textile Company Limited

NOTICE OF DIVIDEND

A DIVIDEND of one and three-quarters per cent. (1¾%) on the Preferred Stock of the DOMINION TEXTILE COMPANY, LIMITED, has been declared for the quarter ending 31st MARCH, payable APRIL 15th to shareholders of record MARCH 31st, 1919.

By order of the Board,

JAS. H. WEBB,
Secretary-Treasurer.

Montreal, 3rd March, 1919.

Dominion Glass Company Limited

DIVIDEND NOTICE

NOTICE is hereby given that a dividend of one and three-quarters per cent (1¾%) has been declared on the PREFERRED STOCK of Dominion Glass Company, Limited, for the quarter ending the 31st day of March, 1919, payable Tuesday, the 1st day of April, 1919, to Shareholders of record at the close of business Saturday, the 15th day of March, 1919.

By Order of the Board.

MERVYN OFFER,
Secretary.

Montreal, 20th February, 1919.

PROVINCIAL PAPER MILLS COMPANY, LIMITED

NOTICE OF DIVIDEND

NOTICE IS HEREBY GIVEN that dividends of One and Three-quarters (1¾%) per cent. on the Preferred Stock and One (1%) per cent. on the Common Stock of this Company, have been declared for the current quarter, both payable April 1st, 1919, to shareholders of record at the close of business, March 15th, 1919.

S. F. DUNCAN,
Secretary-Treasurer.

Dated Toronto, March 5th, 1919.

THE MONTREAL CITY & DISTRICT SAVINGS BANK.

NOTICE is hereby given that a Dividend of Two Dollars and Fifty Cents per Share has been declared on the Capital Stock, called and paid-up of this Bank, and will be payable at its Head Office, in this City, on and after Tuesday, the first day of April next, to Shareholders of record, Saturday, fifteenth March next, at twelve o'clock noon.

By order of the Board,

A. P. LESPERANCE,
Manager.

Montreal, February 24th, 1919.

The Canadian Crocker-Wheeler Co. LIMITED

DIVIDEND NOTICE

THE Directors of The Canadian Crocker-Wheeler Company, Limited, have declared a One and Three-Quarters per cent (1¾%) dividend on the preferred stock of the Company for the three months ending March 31st, 1919, to shareholders of record March 21st, 1919. Also a dividend of One and Three-quarters per cent (1¾%) on the common stock of the Company for the three months ending March 31st, 1919, to shareholders of record March 21st, 1919.

The stock books will be closed from the 21st to the 31st of March, both days inclusive.

Cheques will be mailed to shareholders on March 31st, 1919.

By Order of the Board.

L. R. GRIMSHAW,
Secretary-Treasurer.

St. Catharines, March 4th, 1919.

CANADIAN PACIFIC RAILWAY COMPANY

DIVIDEND NOTICE

AT a meeting of the Board of Directors held to-day, the following dividends were declared:

On the Preference Stock, two per cent. for the half-year ended 31st December last;

On the Common Stock, two and one-half per cent. for the quarter ended 31st December last, being at the rate of seven per cent. per annum from revenue and three per cent. per annum from Special Income Account;

Both dividends are payable 1st April next to Shareholders of record at three p.m. on 28th February instant.

By order of the Board,

ERNEST ALEXANDER,
Secretary.

Montreal, 10th February, 1919.

Dominion Iron & Steel Co., Limited

NOTICE OF PREFERRED STOCK DIVIDEND NO. 37

A QUARTERLY Dividend of One and Three-quarters per cent. on the Preferred Stock of the Dominion Iron & Steel Company, Limited, has been declared, payable 1st April, 1919, to Shareholders of record on 15th March, 1919.

By order of the Board of Directors,

C. S. CAMERON,
Secretary.

Montreal, February 27th, 1919.

The Consolidated Mining and Smelting Company of Canada, Limited

DIVIDEND No. 32

NOTICE IS HEREBY GIVEN that a Dividend of Two and One-half Per Cent. (2½%) on the paid-up Capital Stock of the Company for the quarter ending March 31st, 1919, being at the rate of Ten Per Cent. per annum, has this day been declared, payable April 1st, 1919, to shareholders of record at the close of business on the 10th day of March, 1919.

By order of the Board,

J. KITTO,
Secretary.

Toronto, March 3rd, 1919.

Route Your Shipments CANADIAN NATIONAL

BRIGHT OUTLOOK FOR PULP AND PAPER INDUSTRY

Declines in Two Annual Statements This Week Not Significant

EUROPE AND JAPAN

Promising Customers For Pulp—Kipawa Ready by September—Cause of Drop of Ticonderoga

In some directions of the Street there has been a tendency this week to read into the report of the Riordon Pulp & Paper Company an intimation that harder times and much lower earnings were in store for the pulp and paper industries of Canada. This would appear to be a mis-reading of that particular report and the industry as a whole, which is coming to receive some of its lawful recognition as Canada's greatest individual exporting industry.

Why Earnings Declined

From official sources THE FINANCIAL POST learns that in two respects at least production of the Riordon mills was cut down last year. One of these was the poor transportation facilities early in 1918, through stormy weather and lack of cars to haul the pulp, with congestion in the United States railways. The result was that for a time stocks piled up, and without means for storing these, production, after awhile, had to be cut down. Then last fall the influenza epidemic hit the mills hard, as was the case with most mills in this province and Ontario. Some of the mills that were more favorably situated, such as Brompton, did not fare as badly, as the latter's market was in the main little more than one hundred miles away. One other element was the heavy increase in all costs of production, especially labor. This may be illustrated by the fact that men engaged in operations in the woods were being paid for the last three months or so of 1918—preparing wood for 1919—as high as $65 a month, as compared with $30 a month before the war. Often at $65 the efficiency was little more than half that of the experienced woodsmen who were overseas.

Strike and Bonus at Ticonderoga

The chief reason for the decline in the profits of Ticonderoga was labor troubles. Publication of reports of the large profits of the company did not serve as a soothing influence with employees, and a strike resulted that lessened production for some time. In the end wage increases went into effect, and one of the items is reflected in the report in the form of bonuses to employees of $94,000.

Among the more favorable circumstances in the situation, which apply to some extent to other mills, is the fact that there has been $2,000,000 written off since 1912, and the Riordon plant is set down in the assets at only a few hundred thousand dollars more than six years ago. For mills with the production of some 60,000 tons a year the assessed value stands very low in comparison with the average among pulp and paper mills.

So far as the company's connection with the Kipawa mill is concerned, THE FINANCIAL POST learns that operations, and thus earning capacity, are likely to start much earlier than has been mentioned, and September next may see the production of high grade bleached pulp at Temiskaming.

The Kipawa mill is in a position to secure the same freight rates as the Ottawa mills, the Booth and Eddy. These made huge fortunes for their owners with wood that took two years to reach their mills, and cost some $15 to $18 a cord, while the Kipawa mill is near its supply and the cost will amount to little more than $8 a cord. The comparative saving on a total of about 80,000 cords, on a basis of two tons to a cord, may be easily estimated. It is stated also that part of the proceeds of the $4,000,000 bond issue will return to Riordon the $1,500,000 advance to Kipawa.

That the pulp market is assured for the Canadian mills is the belief among the mill men in this country. For the present there is a tendency for the buyers of book and draft pulp to hang back a little, awaiting a renewal of business activity. In the meantime, there has arisen a larger demand for Canadian pulp from England and the continent, and Riordons, the Mattagami and other mills have made some large shipments of late, and it is expected that with better shipping offering that a good amount will be shipped. It would appear to be the intention of some of the Canadian mills to let the United States market right itself in the matter of prices, and rather hold back if the tendency to a lower level continues. In the meantime, the mills over there are using up the supplies they have on hand, and with normal Scandinavian shipments cut away down, the demand for Canadian products should be a matter of a little time only. Indeed, with Norway and Sweden dependent for coal on Great Britain, and with the scarcity there is, and prices as high as they are, and labor costs greatly increased in these countries, and the supply of wood decreased, the competition of these Northern mills, even in Europe, will not be the serious factor it was before the war, and still less so in the United States. Japan, too, is working out as an important customer for Canada, the Whalen Company shipping 4,000 tons of sulphite to that country in two weeks' time this year.

EATON CO. ACQUIRES GUELPH STOVE CO.

The New Owners Expected to Greatly Increase Output of the Plant

According to "Hardware and Metal" the T. Eaton Co., Toronto, with branches in various parts of Canada, has purchased the Guelph Stove Company, Ltd., Guelph, Ont. The deal, it is understood, was put through on Thursday of last week and the new owners are now in charge of the plant and the business will be continued without any interruption. The purchase of the property and plant situated on York Road, also involves the Guelph Stove Co.'s old premises on Paisley Street, which have been lying idle since the new plant was put into operation in 1912. It is understood that the new owners will greatly increase the capacity of the plant as soon as possible, and that approximately $100,000 will be expended on extensions and improvements. The purchase of the plant and property also includes all the patent rights owned by the company. It will continue to be known as the Guelph Stove Co., Ltd.

PROFIT-SHARING PLAN OF ROBT. SIMPSON CO.

Is Similar to That Successfully Employed by Sears, Roebuck & Co.

The Robert Simpson Company, Toronto, signalized the twenty-first anniversary of their business by the inauguration of a co-operative profit-sharing plan, the first of its kind to be made in Canada by any commercial or industrial corporation. It is not, however, entirely an innovation as the plan follows very closely one that has been in operation by Sears, Roebuck and Co., the large Chicago department store, for nearly three years, with gratifying results.

The plan aims to inculcate a spirit of thrift and interest in the business. The general scheme is that the employee should deposit in a trust fund five per cent. of his salary, which should in no case, however, exceed $100 a year. This proviso prevents the higher paid employees obtaining undue advantage. To this fund the company would credit a sum equal to 5 per cent. of their net earnings; this trust fund would be invested and augmented, and at the end of ten years the employee could withdraw his deposits with accrued interest and profits, which it is estimated would amount to at least $3 for every dollar he has invested.

There are clauses providing for women employees who leave to get married, drawing their share at the end of five years. In the case of death there is no time restriction. The participation in the scheme is entirely voluntary on the part of the employee.

MILLION A MONTH FOR MACDONALD CO.

Considerably Increased Profits to be Shown by Annual Report

The annual report of the A. Macdonald Co., THE FINANCIAL POST understands, will show a fair increase over the profits of 1917, which were $283,000, or $64,000 ahead of 1916. The company is making marked progress, and it is stated that its sales have now reached a volume of $1,000,000 a month, or $12,000,000 a year. When this is compared with its early years the growth is remarkable: in 1909, $2,311,043; 1911, $4,332,000; 1914, $5,703,339, and so on.

With these large sales and war conditions, compelling heavy stocks to be kept on hand, it is understood that banking indebtedness has been kept down well within the bounds of last year, when the total was $1,825,000, so that in a period of a couple of months or so the bank loans could be wiped out from sales of stocks on hand. All ten branches are reported to be doing an excellent business and prospects are bright for the new year.

B.C. FISHING CO. ALMOST AS GOOD AS 1917 RECORD

Profits of $435,360 for Year, With Net of $110,770

WORKING CAPITAL UP

Increase of Nearly $400,000—Provision for Taxes Cut Down Net Profits as Compared With Last Year

The annual report of the British Columbia Fishing and Packing Company, Limited, shows that the operating company, the British Columbia Packers' Association, had a slight decline in profits from $453,080 to $435,360 for 1918 as compared with 1917. After deducting $110,000 for estimated taxes, and $214,590 for preferred dividends—as compared with $171,672 the year before—there remained $110,770 available for common dividends, or a little more than 6 per cent. on the outstanding stock of $1,798,900. One year ago the balance was $281,408, or nearly 16 per cent., but no deduction had been made for the Profits Tax. An adjustment, however, was made in the former year's surplus to cover taxes before it was carried forward to 1918. The profit and loss account stands as follows:

Profit and Loss

	1918	1917
Profits	$ 435,360	$ 453,080
Est. taxes	110,000	....
Pref. divid.	214,590	171,672
Net profits	$ 110,770	$ 281,408
Contingent res.	5,000	5,000
Patriotic Fd., etc.	1,700	2,220
Balance	$ 104,070	$ 274,208
Prev. bal.	1,335,625	1,073,737
Surplus	$1,439,695	$1,347,945

The balance sheet shows total assets increasing $349,165 to $4,659,059. Inventories increased largely, from $697,168 to $1,035,553; accounts receivable from $28,540 to $421,264. Cash on the other hand declined from $102,659 to $6,117. There is an item of "sundry debtors, $111,029," in assets in 1917 that is lacking this year. Bank loans, nothing last year, are set at $145,000 this year.

The liquid assets rose from $828,327 to $1,462,934, leaving a net gain in working capital from $718,722 to $1,115,727. This, and the surplus account of $1,439,695, are strong features of the report.

Working Capital

Liquid Assets—		
Invent.	$1,035,553	$697,168
Acc. rec.	421,264	28,540
Cash	6,117	102,659
	$1,462,934	$828,327
Current Liabilities—		
Acc. pay.	$ 92,207	$109,605
Bank loans	145,000	....
Est. taxes	110,000	....
	$347,207	$109,605
Bal. working cap.	$1,115,727	$718,722
Gain over 1917	$ 397,005	

The holding company reports profits of $213,285 in the form of dividends from the operating company, all of which were disbursed to its shareholders.

SALE OF TORONTO STRUCTURAL STEEL

Plan of Organization of a New Company Laid Before Shareholders

Shareholders of the Toronto Structural Steel Company are informed in a circular issued by President Alexander Longwell, that the directors "have considered it good policy to accept an offer of $150,000 for the company's land and buildings with certain fixtures," a price regarded as satisfactory by them in view of other plants in the market.

Following their reference to the disposal of the company's property the organization is announced of the Ontario Investments, Limited, to take over the remaining assets of the concern for $165,000 in cash and assumption of all liabilities. This arrangement nets the preferred shareholder $55 per share.

The Investment Company proposes to organize a new company to take over the assets and business of Toronto Structural Steel, and shareholders will be offered $55 for each preferred share, or one share of common stock, par value $100 in the new company.

The Toronto Structural Steel Company has not paid preferred dividends since June, 1914, arrears being $97,000. The company's activities were affected by the slump in building operations, which came with the war and a shell contract returned very little profit.

The International Mining convention will this year be held in Vancouver on March 17 to 19 under the auspices of the British Columbia Chamber. This is the first time that the convention has been held in Vancouver, the meetings usually taking place in Washington or Oregon.

Saving Money for your Estate

"It is generally admitted that one of the advantages of a trust company as executor is that by means of its organization the moneys of an estate are more rapidly, more safely and more judiciously invested than by a private executor, who has not the same facilities for securing investments.

"For example, this Company has a very complete organization for investing funds of estates in first-class mortgage loans. The property offered as security in every case is inspected and valued by one of our own inspectors whose expenses are paid by the Company direct and not charged as disbursements against the estate. This is only one of many cases which might be cited to show how the employment of this Company's service results in saving to estates under the Company's care."

(From a letter by a Trust Company official.)

Write for our booklets.

National Trust Company Limited

Capital Paid-up - $1,500,000
Reserve - - - $1,00,000

18-22 King East, Toronto

OUTLOOK FOR BLACK LAKE ASBESTOS

Decline in Steel Trade Accompanied by Unsettled Market Conditions

Although labor conditions affected operations throughout the year, and although the future contains elements of uncertainty, the Black Lake Asbestos and Chrome Company was able to report increased profits for 1918, and the directors believe that the situation may be faced with confidence. Profits from operations were $152,512 against $131,680 in previous year; and total income was $166,239 against $139,372, an increase of $26,867, or nearly 20 per cent. This enabled the paying of $71,490 or 6 per cent. bond interest, against $59,575, or 5 per cent. in 1917. There was $60,084 set aside for depreciation on buildings and plant, and after all charges, a surplus of $168 remained.

The balance sheet shows the fixed assets are reduced from $4,944,244 to $4,878,375, while current assets are up from $244,526 to $277,988. These include Canadian War Loans totalling $144,291, and accounts receivable, $48,105, of which more than $30,000 is due from the Government. Some $47,349 represents asbestos and stores on hand well below present costs. Total assets now stand at $5,239,337 against $5,234,189.

Referring to the company's future prospects, President Robert F. Massie says:

The cessation of hostilities, bringing with it a decline in the steel trade, has caused a drop in chrome prices with little demand at the present time; consequently the outlook for this branch of the company's operations is uncertain and it will probably take six months before the situation improves to any extent. In the interval, the development work is being carried to completion with a view of being able to compete with foreign chrome ores, which pre-war dominated the American market.

"The consumption of chrome ore in Canada and the United States during 1918 was about 90,000 tons, the main supplies coming from Rhodesia, New Caledonia, California and Canada. The drop in prices will almost certainly eliminate the California ore. It is anticipated that with proper mining methods this company should be able to compete for some time, at least, with imported ores."

ADVANCES TO CANADA

LONDON.—An Imperial Treasury statement gives the total cash advances to the Canadian Government, besides advances for which Dominion bonds have been issued, as seventy-nine million pounds on March 31 of last year. Cash advances by the Dominion Government, apart from certain accounts still under consideration at the same date, were $484,349,927, making, with interest, $506,145,731. It has been agreed that sums due from the Dominion Government will be set off against corresponding amounts due from the Imperial Government.

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6 1-2% Five Year Secured Gold Bonds
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Price 100 and accrued Interest, payable Montreal and New York.
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Wanted
PROVINCE OF BRITISH COLUMBIA and CITY OF VANCOUVER BONDS
Short date preferred. Wire quantity and price.
ROYAL FINANCIAL CORPORATION LIMITED
Suite 703 Rogers Bldg., Vancouver, B.C. Capital Paid up $566,220.32 E. B. McDermid, Managing Director

BRITISH COLONIAL
FIRE INSURANCE COMPANY
MONTREAL
Authorized Capital - - $2,000,000.00
Subscribed Capital - - 1,000,000.00
Paid-up Capital - - 247,015.79
General Fire Insurance Business Transacted
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to Estates being administered by it.
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RIORDON PROFITS SHOW A DECLINE OF OVER $290,000

But Earnings of $1,651,259 Sufficient to Pay 18.14% on Common

$1,571,541 TO KIPAWA

Financing of New Sulphite Mill—Surplus of $2,218,377—Working Capital Less

In spite of an excellent year's business the profits of the Riordon Pulp & Paper Company for the year ending Dec. 31, 1918, fell below those of 1917 by nearly $300,000, the totals comparing as $1,651,259 and $1,943,651, although exceeding those of 1916, when the amount was $1,526,615. After allowing for depreciation, interest, etc., and the preferred dividend payments there remained available for common dividends in 1918 the sum of $816,565 compared with $962,942 in 1917, and $1,165,736 in 1916. The percentages earned in the common compared as 18.14 for 1918, 21.39 for 1917 and 25.90 for 1916. The larger amount remaining in 1916 is explained by the fact that a much larger amount was deducted for depreciation of plant and exhaustion of timber areas the last two years, $766,065 being the sum for 1917, and $544,609 for 1918.

Earnings Four Times Those of 1915

To some extent the public are spoiled for low figures from the Riordon Company. As recently as 1915 the net earnings were only $427,000, while two years later this had risen to $1,943,000, so that the habit of looking for larger returns each year had become established. For the year 1919, with conditions unsettled in many directions, there should not be disappointment if the totals fall again below those of this year. It must be remembered, too, that for some years to come a good deal of the surplus of Riordon's is likely to go into the new mill, the Kipawa, in Temiskaming, just as the $4,000,000 of bonds now being issued, is for this purpose. In the statement made public this week there is an item of $1,571,541 as an advance to the Kipawa Fibre Company, and it may be taken for granted that the increase in bank loans from an even $300,000 to $1,375,000 this year is due to monies spent on the construction of the new mill. As this will not be completed and operating until the end of the present year at least, the liquid position of the parent company is likely to be still further affected. Relatively smaller earnings from the Ticonderoga Pulp & Paper Company, owned by Riordon's, and reviewed in another article in this issue, will also influence the comparison with the year 1917.

Below are given the figures of profit and loss for the past three years:

Profit and Loss

	1918	1917	1916
Earnings	$1,651,259	$1,943,651	$1,526,615
Less deprec...	544,609	766,055	149,180
Less int. loans	98,116	......	46,083
Less int. bd...	121,971	120,153	95,315
Disc. sec.	......	24,500	......
Net profit ..	$ 886,565	$1,032,942	$1,235,736
Less pref. div.	70,000	70,000	70,000
Av. for com..	$ 816,565	$ 962,942	$1,165,736
Com. div.....	450,000	450,000	202,500
Surp. for yr..	$ 366,565	$ 512,942	$ 963,326
Add prev. sur.	1,851,812	1,338,870	375,634
Surp. for. ..	$2,218,377	$1,851,812	$1,338,870

The earnings for 1913 were $309,679; for 1914, $375,863; for 1915, $427,049. The net profits for 1913 were 228,073; for 1914, $247,079; and for 1915, $292,550. The surplus for 1913 was $68,073; for 1914, $87,077; for 1915, $191,355.

Working Capital Less

The drain on the company for the Kipawa construction necessarily cut down the working capital. Liquid assets rose from $2,083,579 to $2,819,379 but current liabilities expanded from $686,203 to $2,563,965. The net result was that the working capital declined from $1,397,376 to $255,414.

Liquid Assets		
Invent.	$2,416,082	$1,940,204
Acc. rec.	387,280	110,855
Cash	16,038	32,520
	$2,819,379	$2,083,579
Current Liabilities		
Bank loans	$1,375,000	$ 300,000
Acc. and lia. pay.	703,034	361,340
Govt. tax and acc. liab.	485,931	24,863
	$2,563,965	$ 686,203
Bal. work. cap.......	$ 255,414	$1,397,376

The balance sheet shows total assets of $12,779,354, compared with $10,37,071 in 1917.

H. & E. PROMOTION

A Number of Important Staff Changes are Mentioned

At the recent meeting of the directors of the Huron and Erie Mortgage Corporation and the Canada Trust Company a number of important staff changes and promotions were announced. These reflect the development of the business of the organizations concerned and the opening of new branches which has accompanied this growth.

Morley Aylsworth, who has been secretary of the institutions for the past seven years, has been named assistant general manager.

Charles J. Clarke, manager of the main branches, London, has been appointed treasurer, but will continue his duties as manager. He will be ably assisted by Austin A. McLeish, who has been appointed assistant manager of the main branches.

D. McEachern, assistant secretary during the past two years, now becomes secretary of both companies.

H. W. Givins, manager of the Regina branch since 1911, has been appointed superintendent of Western branches, and will have under his charge the Western Canada investments.

R. P. Baker, head office accountant, is to be investment manager at the new Toronto branch, to be opened on or about July 1.

George S. Jewell, Huron & Erie main branch accountant, succeeds Mr. Baker as head office accountant. E. H. Nugent takes the position of accountant of both Huron and Erie and Canada Trust Company main branches.

It is interesting to note that all the above officers entered the employ of the Huron & Erie as junior clerks; the policy of the directors being, as far as possible, to advance their own men when vacancies occur.

TICONDEROGA MADE VERY LARGE PROFITS

But Returns Were Considerably Smaller Than Those of 1917

A very decided decline in profits as compared with the year 1917 was shown by a subsidiary of Riordon Pulp & Paper Company, the Ticonderoga Pulp & Paper Company for the year 1918, with $520,226 as compared with $881,427. The 1918 figures under ordinary circumstances would be a gratifying return as they work out at 56.2 per cent. on the capital stock, but the previous year set a mark of 156.4 per cent. and 1916 one of 126.5 per cent. It is all a matter of comparison, much as is the case with the parent company.

Deductions from the operating profits remained about the same as last year, leaving a balance of net profits of $218,971 as compared with $576,112 at the end of 1917. Two items run much larger than one year ago, as final deductions from these profits, the war tax which, according to practice covers the previous year but is paid one year later. This amount increased from $23,543 to $189,112. By far the largest is the dividend payment of $649,200 for 1918, comparing with $73,600 for 1917. The result is that the surplus on hand at the end of 1918 shows a decline from the total of 1917, namely $1,480,626 to $851,283. This suggests that the subsidiary is gradually transferring its liquid resources to the parent company, as dividend payments reach the Riordon treasury, eventually. The figures for profit and loss account indicate about the same charges as last year in depreciation, bond interest, bonuses, etc.

Profit and Loss

	1918	1917
Total income	$ 520,226	$ 881,427
Deduct:		
Deprec.	139,221	147,279
Timber dep.	2,948	......
Bond int.	38,290	39,310
Loans int.	26,295	23,716
Bonus to employ......	94,500	95,000
Profits	$ 218,971	$ 576,112
Prev. bal.	1,480,626	1,002,445
	$1,699,597	$1,578,557
War tax	189,112	23,543
Com. divids.	649,200	73,600
Pfd. divids.	......	788
Surplus to hand	$ 851,285	$1,480,626

The heavy dividend deduction has had its effect on the working capital of the company. One year ago this stood at $358,293, whereas this year this has changed over to a deficit of $322,974, the current liabilities standing at $1,342,169, as compared with liquid assets of $362,169, leaving a deficit of $322,974, compared with a working capital surplus last year of $358,293. The inventory has declined from $546,967 to $496,610, and accounts receivable from $430,065 to $366,306 and cash from $112,341 to $44,244.

The assets show a decline from $3,225,329 to $2,698,859, plant valuation being reduced from $1,559,339 to $1,498,390, and investments from $482,645 to $136,748. Capital stock increased $20,000 to $388,000.

BARCELONA TRACTION

The latest cable information received at the head office of the Barcelona Traction, Light & Power Company, Limited, indicates that the strike which became general in all departments of the company in Spain, about two weeks ago, is still technically in force, but that the operation of practically all the company's services in Barcelona is being carried on under military protection, a complete tie-up having lasted only part of one day. The construction work on the new power plant at Camarasa is also proceeding satisfactorily and without opposition. No destruction of property by the strikers has been reported.

WEATHER AND LABOR AFFECTED DOM. CANNERS

However, Profits Were Only About $50,000 Less Than 1918

17.2 P.C. ON COMMON

Surplus Available Approaches $1,500,000 — Prospects For Export Trade Brightened With End of War

Unfavorable weather conditions and a disturbed labor supply rather than any weakening of the market for the company's products, are mentioned by President Nairn in the annual report of Dominion Canners, Limited, as factors responsible for a reduction of profits from $800,529 to $745,324, as compared with the previous year. However, when the conditions referred to are considered in their full significance, together with the fact that the profits for 1916 were $668,007 and that in 1915 there was a deficit of $294,438, there would seem to be reason for the shareholders to feel satisfied with the returns. Interest took $103,099 and preferred dividends $160,342, leaving a balance of $481,883 to be added to surplus, increasing the total available to $1,472,221. Following are comparative figures for the past three years:

	1918	1917	1916
Profit	$745,324	$800,529	$668,007
Interest	103,099	108,264	111,230
	$642,225	$692,265	$556,777
Pref. Divid.	160,342	160,342	279,176
	$481,883	$531,923	$277,601
Prev. Balance ..	990,338	458,415	180,813
Balance	$1,472,221	$990,338	$458,415

The surplus, now approaching $1,500,000, compares with a bond liability of $1,719,410, preferred stock $2,290,600 and common stock $2,796,300. The year's surplus of $481,883 represented 17.2 per cent. on the common stock. No reference is made in the report to common dividend possibilities but it is explained that regular dividends have been paid on the preferred throughout the year and that arreas have been discharged while "with the balance now in profit and loss, your directors feel that the uninterrupted payment of the preferred dividends is now reasonably assured even through a period of depression."

Weather and labor conditions referred to interfered with the size of the pack and attendant profits. Stocks of canned goods have been practically all sold and the new season will be commenced without goods on hand. Raw materials and supplies have been conservatively valued and should be marketed to advantage even though there should be a readjustment of prices. High prices are expected to continue for the reason that labor, produce, tins, etc., still range from 50 per cent. to 100 per cent. above the pre-war level.

Regarding export trade, President Nairn states that lack of transportation facilities and financial conditions were responsible for disappointing results last year but that now that the war is over this branch of the business has opened up with bright prospects for the future.

The Balance Sheet

Expanded inventories and "investments" are responsible for the fact that bank loans increased by about $1,000,000, from $897,063 to $1,899,096. Raw materials, supplies, etc. increased from $1,177,511 to $1,530,660 and investments from $356,135 to $699,218. Manufactured stocks were higher at $753,328 compared with $471,699, while accounts receivable were also up at $1,884,529, compared with $1,718,079.

It is explained that bank loans have been considerably reduced since the first of the year and that inventory valuations are on a conservative basis.

Directors for the year are: J. J. Nairn, president; S. Nesbitt, first vice-president; R. L. Innes, second vice-president; F. R. Lalor, D. Marshall and W. R. Ryan, secretary-treasurer.

PORTO RICO

The Porto Rico Railways Company reports gross earnings for the month of January amounting to $90,037 against $82,121 for the same month in the previous year, an icrease of $7,916 or 9.6 per cent. Net earnings for the month totalled $33,728 as compared with $35,941, a decrease of $2,213 or 6.1 per cent.

WESTERN LUMBER

The December statement of the Canadian Western Lumber Company shows that during the month the amount of lumber sold totalled 6,877,000 feet as compared with 7,308,647 feet sold in the same month in 1917, a decrease of 431,647 feet. The price realized was $177,118 against $186,638 last year. For the twelve months the amount of lumber sold was 103,682,158 feet and the price realized amounted to $2,705,152, while in 1917 the amount of lumber sold was 122,107,455 feet and the price realized, $2,590,952.

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QUARTERLY DIVIDEND
Notice is hereby given that a Dividend of TWO and ONE-HALF PER CENT. for the current quarter, being at the rate of
TEN PER CENT. PER ANNUM
on the paid-up Capital Stock of the Corporation, has been declared, and that the same will be payable
TUESDAY, THE FIRST DAY OF APRIL
next, to shareholders of record at the close of business on the Fifteenth day of March.
By order of the Board.
GEO. H. SMITH,
Assistant General Manager
Toronto, Feb. 26th, 1919.

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Route Your Shipments CANADIAN NATIONAL

Production of fuel briquets in the United States in 1918 was 477,235 net tons, valued at $8,212,793, increase over 1917 of 70,379 tons and $978,905. More than double 1915 production.

TENDERS INVITED

For Purchase of

British Forgings, Limited

Toronto, Canada

(Owned by Imperial Munitions Board)

The Largest Electric Steel Plant in the World

Plant in Part Comprises:

Scrap Metal Shed—600' x 80', equipped with Travelling Cranes, including Electric Magnets.

Melting House—600' x 100', equipped with 10 6-ton Herault Electric Furnaces, with 5 Travelling Cranes and auxiliary equipment.

Forge Shop—300' x 120', contains 6 Presses and complete oil furnace equipment.

Power House—80' x 140', equipped with Accumulators, Pumps and Auxiliary Machinery.

Site—130 acres, leased from Toronto Harbor Commission.

Dockage—5,000 feet of concrete dock, accommodating vessels of 24-ft. draught.

Railways—Grand Trunk service at present; in near future service from Canadian Pacific and Canadian Northern Railway. No interswitching charges.

Power—23,000 H.-P. available at $17.50 per H.-P. per annum, with long-term power contract.

Inspection invited. Write for particulars to

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Agent, Imperial Munitions Board

18 KING STREET WEST, TORONTO, ONT.

Phone Adelaide 1590.

The Hamilton Provident and Loan Society

Reserve Fund Now Equals Capital

The Forty-Seventh General Annual Meeting of the Shareholders was held at the Society's head office at noon yesterday.

Amo g those present were the following: George Hope Archdeacon Forneret, John McCoy, W. A. Robinson, Joseph J. Greene, A. T. Reid, James Roy, F. H. Lamb, W. A. Wood, R. Butler, J. M. Eastwood, Chas. Judd, Major Roberts, Dr. E. B. O'Reilly, T. H. Crerar, D. M. Cameron, Stanley Mills, R. B. Davidson (Ottawa) Dr. Hansel, W. A. Stewart, John Hooper H. W. Clarkson, E. G. Payne, James S. Whicher, J. R. Stone (Brandon), G. E. F. Smith, W. J. Aitchison, Robt. Mills.

The President, Mr. George Hope, having taken the chair, the Treasurer, Mr. D. M. Cameron, acting as Secretary, read the notice calling the meeting, and the Financial Report, as follows:

The Board of Directors beg to submit to the Shareholders their Forty-seventh Annual Report, showing the result of the Society's operations for the past year, with accompanying Financial Statement to December 31st, 1918, duly audited.

The net profits for the year after providing for all interest due and accrued on borrowed capital, costs of management, contributions to Patriotic Funds and all other charges, amount to $169,064.10; to this has been added $5,153.85, withdrawn from the Contingent Fund, making a total of $174,217.95.

Which has been appropriated as follows:

Two half-yearly Dividends at the rate of 8 per cent. per annum	$ 96,000.00
Government and Business Tax	3,166.91
War Taxes	5,051.04
Added to Reserve Fund	70,000.00
	$174,217.95

The Reserve Fund now amounts to $1,200,000.00, and equals the Society's paid-up Capital.

There remains at the credit of Contingent Fund, $28,840.35.

Instalments maturing under mortgages during the year have been satisfactorily met.

The Directors much appreciate the valuable services rendered throughout the year by Messrs. Gillespie & Paterson, W.S., the Society's agents in Edinburgh.

The Officers and Staff continue to discharge their duties efficiently.

All of which is respectfully submitted.

GEORGE HOPE, President.

Hamilton, Canada, Jan. 29, 1919.

ASSETS AND LIABILITIES

LIABILITIES TO STOCKHOLDERS

Share Capital paid up		$1,200,000.00
Reserve Fund		1,200,000.00
Contingent Fund		28,840.35
Dividend (payable 2nd January, 1919)		48,000.00
		$2,476,840.35
LIABILITIES TO THE PUBLIC		
Savings Deposits	$850,113.15	
Sterling Debentures	531,074.27	
Currency Debentures	323,559.30	
Debenture Stock	372,786.66	
Interest on Debentures	13,789.00	
Sundry Accounts	11,310.25	
		$2,102,632.63
		$4,579,472.98

ASSETS.

Mortgages on Real Estate	$3,978,849.80
Call Loans on Stocks	7,938.85
Government and Municipal Debentures owned	278,919.50
Cash on hand and in Banks	220,764.83
Office Premises in Hamilton and Brandon	93,000.00
	$4,579,472.98

D. M. CAMERON, Treasurer.

The President congratulated the Shareholders on the fact that the Society's Reserve and Surplus Profits now amount to $1,228,840.35, and exceed the paid-up Capital.

He also pointed out the satisfactory nature of the Society's investments, which consist of $3,978,849.80, invested in first mortgages on productive real estate, valued at $10,192,764, Government and Municipal Debentures, $278,919.50, and $7,938.85 on call loans on Stock.

The Report was adopted on motion of Mr. George Hope, seconded by Mr. J. J. Greene.

The Directors were re-elected as follows: Messrs. George Hope, Joseph J. Greene, Henry L. Roberts, W. A. Wood, Stanley Mills and William Hendrie. At a subsequent meeting of the Directors, Mr. George Hope was re-elected President, and Mr. J. J. Greene, Vice-President.

INTERCOLONIAL COAL HIT BY ABSENTEEISM

Directors Thus Explain a Slight Falling Off in Profits

15.4 P.C. ON COMMON

Which Now is Paying 6%—Good Future Should Follow Temporary Easing Up

It remained for the Intercolonial Coal Mining Company, Limited, to import into Canadian industrial life from overseas a new word, "absenteeism" as applied to their men. This caused a slight falling off in the output the last six months of the year, so that the total fell from 179,700 tons to 176,814, abetted by two full weeks' loss of time in September owing to a wage dispute. The operating profit fell off from $183,419 to $150,458. After deducting all charges there was a balance of $77,279 as compared with $99,990 in 1917, or a percentage earned on the common of 15.4 in 1918 against 19.9 in 1917. Dividends on the common have been paid at the rate of 6 per cent., 2½ per cent. for the first half, and 3½ per cent. for the second six months, while 7 per cent. is paid on the preferred.

Looking to the future the directors state that while it may reasonably be expected that there will be some falling off in business until the industries of the country have again been established on a peace basis, they look forward with reasonable confidence to the operations of 1919. During 1918 the demand had been much in excess of the supply, but subsequent to the cessation of hostilities there was a marked falling off in demand.

Shortage of labor prevented the clay plant operating to the extent of the demand.

The charges against profits remained much the same as the year before, but against 1918 was the first dividend declared on the common stock of $500,000.

Profit and Loss

	1918	1917
Oper. profits	$150,458	$183,419
Deduct—		
Sinking fund	6,000	6,000
Int. bds.	11,847	14,579
Deb. disc.	1,061	2,103
Deprec.	35,681	35,970
War tax prov.	3,336	17,160
Pref. div.	15,253	7,626
Bal. av. for com	$ 77,279	$ 99,990
Com. div.	12,500	.....
Surp. for year	$ 64,779	$ 99,9990
Prev. surp.	179,088	79,098
Surp. forw.	$243,867	$179,088

The liquid assets of the company show call loans increased from $120,000 to $152,000, practically balancing a decline in cash from $61,680 to $26,726. Stores and materials rose nearly $41,000. The current liabilities have been kept well down and the net working capital shows a small improvement from $255,733 to $277,151.

Working Capital

Liquid Assets		
Cash	$ 26,726	$ 61,680
Call loans	152,000	120,000
Acc. and bills rec.	86,088	94,905
Coal, etc.	3,612	4,160
Stores and mat.	58,032	17,185
	$326,458	$297,830
Current Liabilities		
Accr. int.	$ 2,199	$ 3,079
Wages, acc. pay.	25,852	20,642
Dividends, etc.	590	997
War tax	20,716	17,379
	$ 49,307	$ 42,097
Bal. work. cap.	$277,151	$255,733

Good Increase Over 1916

The company's operations show up better when 1916 is taken into account. The amount mined then was only 143,748 tons so that 1918 showed an increase of 33,066 tons. It was in 1917 that the directors after a lapse of five years were able to resume dividends on the preferred.

It should be noted that during the year fixed charges have been lessened. On April 1st, the 5 per cent. First Mortgage Bond issue fell due, and the balance, $15,000, remaining outstanding was redeemed. There were also redeemed during the year, $43,500.00 of the 6 per cent. issue and $23,000.00 of the 5 per cent. debentures, leaving outstanding, at the end of the year, $136,500.00 of the former, and $24,500.00 of the latter.

QUAKER OATS COMPANY

Net profits of the Quaker Oats Company, after preferred dividends, are equal to 34.79 per cent. on the $8,250,000 common stock for the year ended December 31 last. A year ago earnings were equal to 52.65 per cent. The profit and loss account is reported as follows:

	1918	1917	1916
Gross	$4,052,265	$5,211,752	$3,991,313
Deprec.	549,677	808,825	305,227
Net profits	3,502,588	$4,906,927	$3,686,086
Pref. divs.	632,202	563,051	540,000
Avail for com.	$2,870,386	$4,343,876	$5,146,086
Com. divs.	1,237,500	866,250	768,750
Year's sur.	$1,632,886	$3,477,626	$2,377,336

BOOKS HAVE CLOSED

Riordon Issue All Placed by Wednesday of This Week

Although it was intended to keep the books open for subscriptions to the Riordon Pulp and Paper Company 6 per cent. ten-year general (closed) mortgage bonds, until March 10, on Wednesday of this week, the Royal Securities Corporation announced that the lists had been closed as it had been largely over-subscribed. Of the total of $4,000,000 the portion placed in Canada, amounted to one-third. The rapid absorption of this issue is another favorable symptom of the condition of the market.

BETTER OUTLOOK FOR ACADIA SUGAR

Report Indicates That Corner Has Been Turned—Big British Order

By Special Representative

HALIFAX.—A financial statement that has been looked forward to with a great deal of interest is that of the Acadia Sugar Refining Company, in this city. A year ago the shareholders were very pessimistic regarding the company and its future.

Several years ago the Acadia Sugar Refining Company shares were considered to be in the "gilt-edge" class and the company had half a million dollars of a cash balance in the bank. But evil days came and all this was reversed.

The profit and loss account, a year ago, showed a debit balance of $536,151 and there were besides very large amounts owing to the bank. The company may have turned the corner this year and they certainly have made a good beginning in this direction, for the statement shows a net trading profit of $489,818. Deducted from this is $167,951 for interest and $7,300 for directors' remuneration, leaving a net profit for the year of $314,567 and reducing the debit profit and loss balance of a year ago to $221,584.

The loans show $1,193,442 obtained against the bonds of the company and $1,172,621 from the bank (current). The land, buildings and plant are down in the statement at $3,873,742. The stock of sugar on hand is valued at $668,172 and other stores at $257,034. The company's assets are placed at $5,193,463. The company has just obtained an order from the British Sugar Commission for 5,000 tons of sugar to be delivered in March. The raw sugar supplied is refined and in effect the company is simply paid for the work of refining raw sugar supplied by the British Commission.

HAMILTON PROVIDENT

Interesting Review of Loaning Society's Career

An interesting history of the Hamilton Provident and Loan Society is given in the *Hamilton Spectator* by "Saturday Muser." Nearly half a century ago, on the 3rd day of June, 1871, twenty-nine of the enterprising business men of Hamilton met to talk over the future prospects of the town. The society was started with a small capital of $5,000. The present paid-up capital is $1,200,000.

The idea behind the organization was to improve Hamilton as a city of homes and the inspiration was the city of Philadelphia, which had accomplished great things by the aid of building societies giving industrious men advanced loans to help them build homes for their families. In Philadelphia the borrowed money was paid back in weekly or monthly instalments substantially as they would have to pay rents. It was one of the conditions of the organization that no director was permitted directly or indirectly to become a borrower from the society.

TWIN CITY

The January earnings statement of the Twin City Rapid Transit Company shows gross earnings amounting to $874,584 against $841,724 for the same month in 1918, a gain of $32,860 or 3.9 per cent. Operating expenses at $664,818 were higher by $2,653, while net revenue amounting to $209,765 compared with $179,559, an increase of $30,206 or 16.82 per cent. Fixed charges and taxes totalled $162,178, an increase of $1,663, and net income at $47,586, increased by $28,542.

GRAND TRUNK PACIFIC

Gross earnings of the Grand Trunk Pacific Railway for the first week of February totalled £17,615 against £25,799 for the corresponding period in the previous year, a decrease of £8,184. From January 1 to February 7, the earnings amounted to £102,317 as compared with £116,191, a decrease of £13,874.

CANADIAN WESTERN GAS

The Canadian Western Natural Gas, Light, Heat and Power Company showed earnings for the month of December amounting to $137,919 against $154,065 for the same month in the previous year, a decrease of $16,146. However, as compared with the figures for November there is an increase of $15,344. For the last three months of 1918 the earnings totalled $332,589 against $322,300 in 1917, a gain of $30,987.

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in the selection of an Executor. Quite the contrary. As a rule, the less personal interest an Executor has in an Estate, the better its affairs are administered. The selection of an Executor is a matter of business, not of friendship. Friendship should, therefore, give way to sound business judgment.

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J. F. HOBKIRK, Manager.

Sale of Pulpwood Lands in Northern Ontario

The Lake Superior Corporation and Algoma Eastern Railway Company are open to negotiate for the disposal of certain lands

Approximately 682,000 Acres

situated for the most part in that section of Northern Ontario known as the Clay Belt, and comprising the Townships of Storey, Langemarck, Dowsley, Nassau, Shetland, Staunton, Orkney, Magladery, Caithness, Rykert, Doherty, Whigham, Coppell, Newton, Dale, McOwen, Frater.

The lands in question are accessible to the Algoma Central, Trans-Continental, Canadian Northern, and Canadian Pacific Railways, and should be of particular interest to pulp and paper makers, also to settlers, in view of their agricultural possibilities.

General information will be furnished and plans exhibited at the office of Mr. Alex. Taylor, secretary of the Lake Superior Corporation, 1428 Bank of Hamilton Building, Toronto, or at the office of Mr. G. A. Montgomery, vice-president of the Algoma Eastern Railway Company, Sault Ste. Marie, Ont.

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Western Assurance Company

(Incorporated A.D. 1851)

Fire, Marine, Automobile, Explosion Riot, Civil Commotion and Strikes

STATEMENT AS OF DECEMBER 31st, 1918

Fire premiums for 1918 .... $3,213,537.87
Marine premiums for 1918 .... 3,298,193.98
———$6,511,731.85
Interest and rents 181,963.95

TOTAL INCOME $6,693,695.80

Fire losses $1,556,762.30
Agents' commissions 663,372.27
Taxes 146,624.86
General expenses 476,472.09
———$2,843,231.52

Marine losses $2,905,347.43
Agents' commissions 296,981.02
Taxes 111,010.09
General expenses 95,857.58
——— 3,409,196.12

TOTAL EXPENDITURE $6,252,427.64

PROFIT FOR THE YEAR .... $ 441,268.16

Capital stock (fully paid up) $2,488,625.65
Total assets at 31st December, 1918 .... $7,157,538.77
Losses paid since organization in 1851, over $74,000,000.00

BOARE OF DIRECTORS

W. B. Meikle, President

Sir John Aird
Robert Bickerdike (Montreal)
Lt.-Col. Henry Brock
H. C. Cox
Alfred Cooper (London, Eng.)
John H. Fulton (New York)
D. B. Hanna
E. Hay
Dr. John Hoskin, K.C.
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Lt.-Col. Hon. Frederic Nicholls
Brig.-Gen. Sir Henry Pellatt, C.V.O.
E. R. Wood.

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MONEY BANKING AND EXCHANGE

WESTERN CITIES STILL SHOW A FALLING OFF

Eastern Cities Report a Gain of 21.3 Per Cent. in Bank Clearings

DOMINION GAIN 8.7%

Out of a Total of Twenty-six Cities Reporting, Thirteen Show a Falling Off in Bank Clearings

Bank clearing returns from twenty-six cities for the week ending Thursday last show a total of $260,870,565, as compared with $239,888,508 for the corresponding period a year ago. The increase is $20,982,057, or 8.7 per cent. Thirteen cities show lower returns, the cities to show the largest decreases being Winnipeg and Calgary. Montreal with a total of $96,232,468 shows an increase of $21,434,014, or 28.6 per cent., while Toronto with clearings amounting to $74,339,654, reports a gain of $12,422,421, or 20 per cent. New Westminster reports the largest percentage gain with a total for the week amounting to $555,388, a gain of 38.8 per cent. Vancouver with a total of $11,053,533, shows an increase of $2,014,403. The total in the East is $200,363,950, a gain of 21.3 per cent., while in the West the amount is $60,506,615, a decrease of 19.1 per cent Following are comparative figures:

WEEKLY BANK CLEARINGS
(In comparison with same week last year)

Eastern Cities

	Mar. 6, '19	Change	%
Montreal .. .$	96,232,468	+ $21,434,014	28.6
Toronto	74,339,654	+ 12,422,421	20.0
Ottawa	7,314,397	+ 810,867	12.4
Hamilton . ..	5,208,556	+ 334,020	6.8
Quebec	4,012,339	— 579,532	12.6
Halifax	4,108,292	+ 318,031	8.3
London	3,230,077	+ 507,626	18.6
St. John .. .	2,466,316	— 40,270	1.6
Brantford . ..	945,206	— 165,161	14.8
Peterboro .. .	796,429	+ 49,235	6.6
Sherbrooke . .	890,945	+ 1,473	.1
Kitchener . ..	819,271	+ 198,724	32.0
Total, East ..$	200,363,950	+ $35,291,451	21.3
Windsor	1,168,090		

Western Cities

	Mar. 6, '19	Change	%
Winnipeg. ...$	31,176,911	— $13,668,471	30.4
Vancouver . ..	11,053,533	+ 2,014,403	22.3
Calgary	4,778,976	— 1,959,238	29.1
Edmonton .. .	3,301,691	— 182,166	5.2
Victoria	1,875,847	+ 117,587	6.7
Regina	2,832,177	— 91,420	3.1
Saskatoon .. .	1,438,360	— 169,282	10.5
Moose Jaw ...	1,371,657	+ 173,512	14.5
Ft. William . .	614,119	— 177,840	22.5
Brandon	467,888	— 147,710	24.0
Lethbridge . .	543,313	— 167,258	23.5
N. Westminster	555,388	+ 155,301	38.8
Medicine Hat .	304,000	— 150,328	33.4
Prince Albert .	192,755	— 56,484	23.5
Total, West ..$	60,506,615	— $14,309,394	19.1
Grd. Total ....$	260,870,565	+ $20,982,057	8.7
Yr. to date ...$	2,380,525,632	+ 329,204,887	16.0

MONTHLY BANK CLEARINGS
(In comparison with same month last year)

Eastern Cities

	February, 1919	Change	%
Montreal . ..$	360,083,689	+ $81,396,134	29.2
Toronto	276,222,922	+ 68,970,734	33.3
Ottawa	25,773,506	+ 6,202,884	31.7
Hamilton ..	19,024,626	+ 1,917,104	11.2
Quebec	17,807,808	+ 2,214,156	14.2
Halifax	17,283,981	+ 4,207,864	32.2
London	10,628,108	+ 3,150,434	42.1
St. John . ..	10,080,552	+ 2,286,136	29.2
Brantford . ..	3,554,985	+ 426,561	13.6
Peterboro . ..	2,486,985	+ 190,739	8.3
Sherbrooke . .	3,282,532	+ 712,145	27.7
Kitchener . ..	2,842,088	+ 811,138	39.9
Total, East ..$	749,071,782	+ 172,486,029	29.9
Windsor	4,663,924		

Western Cities

	February, 1919	Change	%
Winnipeg .. .$	130,362,229	— $23,640,033	15.3
Vancouver . .	51,550,195	+ 17,320,676	50.6
Calgary	19,602,838	— 4,615,045	19.0
Edmonton .. .	13,028,812	+ 1,480,981	12.7
Victoria	7,844,282	+ 1,126,153	16.7
Regina	11,383,839	+ 873,975	8.3
Saskatoon .. .	5,786,446	+ 78,703	1.3
Moose Jaw ..	5,360,682	+ 1,108,372	26.0
Ft. William .	2,353,941	— 36,663	1.5
Brandon	1,856,467	— 118,789	6.0
Lethbridge . .	2,433,624	+ 188,082	8.3
N. Westminster	1,984,545	+ 523,064	35.8
Medicine Hat .	1,290,848	— 683,867	34.6
Total, West ..$	254,838,748	— $ 6,394,391	2.4
Grd. Total ...$	1,003,910,530	+ 166,091,638	19.8
Prince Albert.	1,276,928		

EXCHANGE

The market for New York funds has been quiet and narrow, so quiet in fact that on Tuesday in Toronto no transactions were recorded. The premium has held pretty steady at 1 15-16 per cent. To selling by American holders of Canadian bonds is attributed much of the continued firmness of the rate.

Feb. 28.—1 31-32 per cent. to seller and buyer.

March 1.—Ditto.

March 3—Opened offered at 1 31-32 to the buyer, first sales 1 15-16 to the buyer and closing sales 1 15-16 to the seller.

March 4.—No transactions.
March 5.—1 15-16 to the seller, with 1 31-32 bid at the close.
March 6.—1 15-16 to the seller.
March 7.—1 15-16 to the seller.

There has been practically no change in sterling, demand holding at 4.75¾, and cables at 4.76 7-16.

Francs on the other hand have been uneven. Opening at 5.46½ and 5.45½ for demand and cables, they dropped to 5.49 and 5.48; recovered to 5.47 and 5.46, and closed at 5.47 5-16 and 5.46 5-16.

IMPERIAL

The Imperial Bank of Canada have opened a new branch at Smooth Rock Falls, Ont., with R. C. Vaughan as manager.

In addition to the branch which the Imperial Bank of Canada recently opened at Grande Prairie, the bank has opened branches at Spirit River and Waterhole in the Peace River district; also a branch at Crossfield, Alta.

MERCHANTS

Percy Weisser, of the Melville, Sask., branch of the Merchants Bank, has been appointed to take charge of the branch recently opened at St. Gregor.

The Merchants Bank has decided to give a service at Rosalind, Alta., two Thursdays in each month, the same being conducted by E. G. Pepper, the manager of the Daysland branch.

C. T. McDonald, accountant in the Merchants Bank at Maple Creek, has been transferred to the branch at Saskatoon. His successor is J. W. Galbraith, of Winnipeg.

The Merchants Bank recently opened a sub-agency at Summerberry with a service of one day a week, every Friday. It is understood that this service is to be extended to two or three days a week in the near future.

TORONTO

A report from Ottawa states that the Bank of Toronto has just purchased what is known as the "Scottish Rite" property, 106, 106½ and 108 Sparks Street, owned by A. McMillan, jeweler, the sum involved being $120,000. The property has a frontage of 33 feet on Sparks Street and a right of way to Queen Street.

The Bank of Toronto is opening a branch in Branchton, five miles south of Galt. The building has been bought, and a new front is now being installed. E. A. Hunt, former accountant of the London branch of the bank, has been appointed manager.

Further official information received by the parents of Lance-Corp. Charles McGregor, a former member of the Bank of Toronto staff at London, who was killed in England on February 25, is that he met death in a railway accident in London. Lance-Corp. McGregor, who had gone uninjured through all of the great battles of the war from the Somme until the concluding offensives, was entraining for home when he met death.

STERLING

J. Adair, formerly manager of the Sudbury branch of the Sterling Bank, has been appointed assistant manager at head office, while T. E. Fletcher, formerly manager of the Regina branch, has been appointed manager of the Toronto branch.

HAMILTON

The Bank of Hamilton has closed its branches at Marquis, Sask., and Whitechurch, Ont., the latter being a sub-branch at Wingham.

MONTREAL

The Bank of Montreal has opened a sub-agency at 332 Portage Avenue, Winnipeg, under the management of C. B. L. Simpson, with the title of sub-agent.

COMMERCE

A branch of the Canadian Bank of Commerce has been opened at St. Paul de Metis, Alta., in temporary charge of J. N. Gosselin.

A branch of the Canadian Bank of Commerce has been opened at Vanderhoof, B.C., temporarily in charge of L. P. Dallaire.

The Bank of Commerce announces the establishment of a branch in Tracadie, Antigonish Co.

BANK OF ENGLAND

LONDON, March 6. — The weekly statement of the Bank of England shows the following changes:

Total reserve, decreased	£1,134,000
Circulation, increased	750,000
Bullion, decreased	377,330
Other securities, increased....	1,604,000
Public deposits, decreased..	122,000
Other deposits, increased	,9563,000
Notes reserve, decreased	1,203,000
Government securities, inc. ...	8,999,000

The proportion of the bank's reserve to liability this week is 18.52 per cent.; last week it was 20.51 per cent.

Rate of discount, 5 per cent.

DOMINION BANK TO OPEN IN NEW YORK

Seventh of Canada's Banks to Open Agencies in United States

Another of Canada's big banks will open in New York. The Dominion Bank will establish an agency at 51 Broadway, a splendid location in the financial district near the head of Wall Street. The position of agent goes to C. S. Howard, formerly assistant manager at Montreal, who has had a broad and varied experience in the bank's service at various other large Canadian cities and at the bank's office in London.

The opening of the New York branch is in line with the bank's policy in broadening and extending its connections not only to meet expanding and increasing business but to establish facilities necessary to meet connections during the reconstruction period.

The Dominion will be the seventh of the Canadian banks to open in New York, those already having agencies there being the Montreal, Royal, Commerce, Merchants, Nova Scotia, and the Union banks.

QUESTION OF FAIRNESS OF ONTARIO TAX

Taxation of American Fire Insurance Companies is Discussed

THE TAX IS EQUAL

American Companies Are Not Taxed More Than Are Canadian Companies Operating in the United States

A good deal of interest was aroused in Canadian insurance circles over the report appearing in New York papers recently, and reproduced in THE FINANCIAL POST, to the effect that a boycott of Province of Ontario bonds might be attempted in retaliation for an alleged "discriminatory tax" against American fire insurance companies doing business in the province. The contention was made at the time that the province was levying on these foreign companies a tax of two-thirds of one per cent. in excess of that charged Canadian and British companies, and that for this reason the companies so discriminated against would be justified in refusing to buy Ontario bonds.

THE FINANCIAL POST has made some inquiries about the relative position of Canadian and United States fire insurance companies in Ontario and in the various states of the Union, and finds that American companies operating in Ontario are not being more heavily taxed than are Canadian companies operating in the various states of the Union. The total tax charge made by the Province of Ontario on American fire companies works out at about 2 per cent. Of this, 1 per cent. represents the premium tax; 1-3 of 1 per cent. the Fire Marshal tax, and 2-3 of 1 per cent. the super-tax. THE FINANCIAL POST understands that this 2 per cent. tax is not in excess of the tax imposed on Canadian companies operating in any of the United States, and that therefore American companies cannot claim to be unfairly treated.

The Province of Ontario has by legislation reserved to itself the right to treat foreign companies doing business in the province in the same way that Canadian companies are treated in the states where those foreign companies have their offices. The clause covering this matter reads as follows:

"Where any country or any state of any country imposes a tax or license fee which has the effect of discriminating against insurance companies or against any classes of insurance companies organized under the laws of Canada or Ontario and having their principal office in Ontario, or imposes a tax or license fee higher or greater than the tax or license fee which home companies in such country or state are required to pay, the Lieutenant-Governor in Council may direct that any insurance company which is organized in or under the laws of any such country or state or has its head or principal office therein, and which transacts insurance in Ontario, shall pay, in addition to the tax imposed by this sub-section, a tax the amount of which shall not exceed the equivalent of the extra tax or license fees or both imposed in such country or state."

OTTAWA—SCOTIA MERGER

Shareholders of Smaller Institutions Vote for Amalgamation

Shareholders of the Bank of Ottawa ratified the agreement for amalgamation with the Bank of Nova Scotia. Eighty-five per cent. of the shareholders were represented at the meeting, and voted in favor of the proposal. This was regarded as a large proportion, and a strong endorsement of the plan.

So far as can be seen at present, the amalgamation will not become effective before April 30. Details of the union, so far as continuance of branches, etc., have not yet been worked out, but this is not expected to cause much trouble, as the two banks overlap at only eleven points.

DEBENTURES FOR SALE

Town of Amherstburg

TENDERS FOR DEBENTURES

SEALED tenders will be received by the undersigned up to and including March 10th, 1919, for the purchase of $25,000 of Six per cent. Twenty Instalment Debentures of the town of Amherstburg.

W. FRED. PARK, M.B.,
Mayor.

Amherstburg, Ont.

Route Your Shipments
CANADIAN NATIONAL

British America Assurance Company

Incorporated A.D. 1833

Fire, Marine, Hail, Automobile, Explosion Riot, Civil Commotion and Strikes

STATEMENT AS OF DECEMBER 31st, 1918

Fire, hail and automobile premiums for 1918 .... $2,798,291.71
Marine premiums 1,211,503.41
———$4,009,795.12
Interest and rents 102,265.96

TOTAL INCOME $4,112,061.08

Fire, hail and automobile losses $1,401,673.76
Agents' commissions 631,017.72
Taxes 89,265.14
General expense 391,639.07
———$2,513,595.69

Marine losses $1,076,596.15
Agents' commissions 203,484.23
Taxes 33,496.67
General expenses 33,543.35
——— 1,347,120.40

TOTAL EXPENDITURE $3,860,716.09

PROFIT FOR THE YEAR .... $ 251,344.99

Capital stock (fully paid up) $1,399,029.79
Total assets at 31st December, 1918 .... $4,041,699.66
Losses paid since organization in 1833, over $45,000,000.00

BOARD OF DIRECTORS

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NEWS AND VIEWS FOR MANAGERS

SAYS MANAGER SHOULD SHOULDER RESPONSIBILITY

Constructive Views Contributed By An Ontario Banker

MAKING IT POPULAR

Problems Largely in Hands of Branch Head—Should Also Make Effort to Know All Customers

The question propounded on this page some weeks ago: "Why are Banks so Unpopular with the Public?" has brought a reply from an Ontario branch manager so broad in its appreciation of the problems involved and so in keeping with the convictions upon the subject which have been expressed in these columns that I am reproducing it as received and would just emphasize these points:

Take your full share of responsibility.

Do not be too "thick" with business friends.

Get to know your customers.

—*J.W.T.*

J. W. T., Editor The Financial Post,

Sir,—Accepting your invitation, re suggestions in endeavoring to counteract, what you term "Unpopular Feeling," between the public and our modern-day banking institutions, might I take the liberty of putting before you what I term a feasible manner in dealing with this important issue. One might be at a loss to thoroughly comprehend my reasons for dealing with this matter as an important issue, in view of the figures which are before us in connection with the healthy condition of our Canadian banks, more especially along the line of deposits; after successfully dealing with some $1,400,000,000, as investments in our Canadian War loans. One might still wonder on viewing our present deposits after this colossal amount has been withdrawn and term my theory a paradox. This question is and always will be an important issue just as long as there is any friction between the banks and the general public.

Up to the Bank Manager

It is a very difficult matter, in my opinion, for head office to lend any great assistance towards effecting any great co-operation with respect to this question, the banks do, in the majority of cases, acknowledge their local manager, as "the man on the spot," and consequently are guided, to no small extent, by views and existing conditions as put forward by him. Therefore I cannot see that very much help can be expected from that end.

The only satisfactory explanation, and one that will "stand pat" with the public (for that is the issue at stake) will carry us back to the old time "responsibility" and this responsibility must be carried by the local manager. It seems most absurd for a local manager to apply for a credit for a client and then to keep his own standing A1 with said client, will buck all blame on H. O. if the credit is refused.

It might be possible that an explanation offered by the manager putting the entire blame on H. O. for turning down a credit, instead of shouldering his own share of responsibility, will appease his client for the time being, but just as death is certain, is that client to try and float his accommodations at another bank, and even if his requirements have not been advanced in full he will pull stakes and transact all future business with the institution that favorably considered his claim. Whereas a little diplomacy and tact coupled with acknowledged responsibility to state the cold facts exactly as they stand, might have no small power in bringing the applicant to see the state of affairs from the bank's viewpoint thereby holding the account.

Shouldering Responsibility

In these days of keen opposition no manager can afford to shirk responsibility, but must be a live wire, standing ready at all times to receive new business instead of letting it slip to competitors by not fully realizing the responsibility of his position.

When a clerk attains the rank of manager, he must naturally expect that his new post is practically 99 per cent. responsibility and must make up his mind to walk into the harness and act as a pivot on which the general public and the bank hinge further, it is up to him to see that this pivot is kept well oiled and works smoothly.

It would appear from the fact, that blame is so shoved on Head Office for the rejection of a credit, by a local manager, that he is dealing with a friend (probably too thick a friend) instead of a purely business acquaintance and goes to prove, which has often been the case, that a manager can become too friendly with his customers, more especially customers of the small borrowing type. By so doing he sometimes finds himself in very tight corners and cannot say "No" the very moment he should.

Friendship and Business

This, to a great extent I consider, would assist in solving this difficult problem. A local manager would do well to realize once and for all, that friendship cannot be mingled with business "to any extent" and expect to hold the whip hand when questions of this nature come before him.

In dealing with these "Merciless Corporations" and "Money Trusts" we find in the majority of cases, that these phrases are common among people who are practically ignorant of bank routine and know little or nothing about the complicated wheels of procedure of banks in general. This impression equally implies to the small borrower and depositor. In not a few cases, I am afraid, when a party walks into a bank to open a small account, he never comes into direct contact with the manager. The teller and ledger-keeper are the only parties actually called upon to make the acquaintance of the new customer. These clerks are usually kept very busy, and have not the time for more than a casual "good morning." Consequently the new depositor leaves the bank, feeling very little "if any" the better for opening his account and wondering, not a little, if the bank appreciates small accounts such as his.

Get to Know Customers

Now, how much better it would look, not for the manager alone but for the bank if he were to make it a regular part of his day's routine, to meet all new customers personally, being affable and agreeable, entertaining his new client for a few moments, not only on his initial visit to the bank, but every time he enters, thereby making him feel that he is welcome at all times. Moreover, his small account is thoroughly appreciated. This method of procedure will, to no small extent, have the desired effect, consequently our new customer will have no hesitation whatever in walking into his bank, and depositing his small amount, whatever it may be.

Until some method of procedure along these lines is adopted, we may not expect to see the present unpopular feeling eliminated.

Yours very truly,
F. C. G.

THE MINNESOTA BANK SCANDAL

Schafer Makes Some Explanation as to His Financial Operations

MINNEAPOLIS. — Many are the ramifications arising from the closing of 14 Minnesota state banks by Superintendent of Banks Pearson last week. As investigations proceed, both by state banking officials and by Federal officials who have become interested in the case, interesting developments are presenting themselves.

The first sensational incident was when an actress who has figured prominently before the public in the Northwest and West was returned from Chicago under escort of Minneapolis detectives, and from whom a number of letters and telegrams were taken bearing on the transactions of W. H. Schafer, who is the principal in the big promotion blow-up.

Another feature which developed early in the week, was the arrest of Charles F. Wyant, president of the Mortgage Security Company and of each of the 14 banks which have been closed. The charge against Wyant is the accepting of deposits when he knew the banks were insolvent. He was released on $35,000 bonds supplied by J. D. Shearer and Edwin L. Thayer. Prior to his arrest Wyant was asisting Superintendent Pearson's force in their attempt to disentangle the affairs of the different institutions of which he was president.

Schafer, so far, has been unable to supply the bonds required for his release from jail. He has made a statement reviewing his many transactions which led to the acquirement of the Security Mortgage Company, the Western Finance Company and the 14 banks. He has given in a way an explanation of how he used the funds secured by the issue of $987,340 in notes, of which $500,000 is apparently of doubtful value. According to Schater's statement, $236,000 was used to make up a shortage that existed in the string of banks when he took them over; $125,000 of $150,000 agreed upon was used in acquiring control of the Western Finance Company. Schafer also stated that he had hoped to take up the vast amount of fictitious paper with money which he expected to receive from a Chicago company who were negotiating for the purpose of the Western Finance Company.

MEETING CHARGE THAT BANKS SERVE THE BIG INTERESTS

Westerner Says Change Advocated by "Poor Pay" Farmers

LEEDY vs. BROWN

Talkative American Crops Up at Islay and Talks Unit Banks—How Vere Brown Met His Arguments

One of the counts upon which public opinion, particularly in rural communities, is inclined to convict the Canadian banking system is that it caters to big business, that the banks take the money of the small depositor and think mostly of the big borrower. The only foundation in fact for this belief seems to be the general prejudice against corporations on the part of the individual, a prejudice created by ignorance and [illegible] encouraged by vote gathering politicians. It was on this ground that the Leedy resolution in favor of unit—American style—banks for Canada was advocated by the wordy ex-Governor of Kansas at the Edmonton convention of the United Farmers of Alberta. On that occasion so well did Vere Brown, Western Superintendent of the Bank of Commerce, meet this and other contentions that not only was the resolution defeated but Mr. Leedy lost considerable popularity, I am told.

However, since Mr. Leedy was downed at Edmonton he has evidently been continuing his propaganda by the subterranean method. I have received information that he attended a meeting of the Islay branch of the U. F. A., advocating small banks for the benefit of small—heavy on the small—farmers. Let me quote from a letter received from Islay:

> His address consisted chiefly of finding fault with the present banking system, especially in its relation to the small farmer, also to find fault with the way the heads of the banks of Canada were investing their own private funds. Mr. Leedy is a very gifted speaker and received considerable applause to his remarks. The International Harvester collector for this district remarked after the meeting that he took particular notice that about 95% of the farmers who applauded the speaker when he knocked the banks and the big interests were farmers who had been owing the company for the past three or four years. I think this sums up pretty well the class of farmers who are really advocating a change in the present banking system.

Mr. Brown's Arguments

In view of the fact that Mr. Leedy has been further airing his views I think it would be interesting to reproduce what Mr. Brown told the Edmonton people on this point. The following is from a stenographic report of his address:

"Of all the fallacies concerning the policy and conduct of the Canadian banks, in my considered opinion the greatest fallacy of all is that the big customers—the big interests—are served at the expense of the small; that the large borrower is the one who is considered first, and that the small borrower consequently suffers. I say, and I say it advisedly, that this is not only not true, but it is the absolutely opposite of the fact, and I believe I can satisfy you of the truth of this statement. It does not matter to the community at large where the big borrower in the big city does his banking business; nobody cares a hoot; but out here in the little village on the prairie it does matter where the big man of the community does his business, because he very often talks about these things. A good many people throughout the community go to him for advice; they ask him which is the best bank, and if he is sore at one bank because it would not give him as much credit as another bank did, he is going to boost the one bank and systematically knock the other.

"It is just the same with the farmer borrower out on the side lines. In order to make our branches pay out in this sparsely settled country we must do all the business we possibly can; we have got to gain the good-will of the whole community. Very often we give credit to a farmer against our judgment where the balance of consideration is against the applicant, because it does not matter whether a man's criticism of the bank is just or not, he thinks it is, and he will go and talk about it. He will declare that the bank didn't treat him right, they turned him down. He put his case in its best light, and his neighbors believe him. Every case of that sort in a rural community tells like everything against us, and that is the situation that we have to consider all the time. So I repeat that, instead of the little customer suffering to the advantage of the big customer, it is the very opposite in truth.

"In the past eighteen years, ever since the development of branch banks out in the Western country commenced, I have not once known any curtailment of credits required by farmers for legitimate purposes. I would like you, gentlemen, to consider that statement; not once in the past eighteen years have our country managers been instructed to shut down on their lending to farmers. There have been two great crises in that time, two financial storms, world storms, 1893 and 1907.

"On those two occasions and on one or two other occasions—for instance, when the war broke out and nobody knew what was going to happen to the world—the word went along the line to our big customers, the big interests: 'Don't make new commitments; go slow until we see where we are coming out.' The curtailment was put on the big men, who were borrowing $100,000, $500,000 or $1,000,000, but in all that time not one single curtailment was put upon our farmers' business in this Western country. The managers of our Western country branches went on and loaned to farmers just as if the world wasn't nearly standing on its head.

In addition to what Mr. Brown has said, it might also be pointed out, as reported in THE FINANCIAL POST last week, there has recently been a bank scandal in Minnesota and the doors of fourteen banks—American style—have been closed. About this something is said editorially on page 10.—J.W.T.

PRUDENTIAL TRUST IMPROVES POSITION

The Net Profits Increase From $5,000 to Over $25,000—Hopeful of Future

An improved position is shown by the Prudential Trust Company in its eighth annual report, net profits increasing from $5,000 in 1917 to $25,863 in 1918. In his report, B. Hal Brown, president and general manager, states that "Your Board confidently anticipate that continued progress of a satisfactory character will result from year to year."

He continues: "The much-desired cessation of hostilities will, it is expected, be followed by the resumption of active development, and an expansion of industrial enterprise under conditions that will create many opportunities for the employment of the Trust Company and correspondingly improve its income."

Attention of shareholders is directed to the special departments that have been established: "Bonds and Investments," "Real Estate," and "General Brokerage Insurance," carried on in addition to the regular lines of a trust company's charter.

The profit and loss account consists of two items: a credit of $25,863 net profits, and this same amount transferred to contingent reserve account, which now stands at $69,776.

Among the assets are: Investment account of $349,787, including mortgage, $151,340; real estate, $56,318; debentures and war loan at cost, $103,007; sundry time and call loans, $213,162; accounts receivable, $20,939; cash, $31,219.

In regard to trust and agency funds, investments under administration by the company amount to $1,462,559, while cash in banks amounts to $610,748, a total of $2,073,308 of estates, trusts and agencies. Loans on security of stocks and bonds amount to $439,942, and guarantees from clients, $530,647; special agency funds, loans, etc., $529,064. The total assets are, $4,528,078.

Liabilities include trust and agency funds, preferred stock of $591,325, and common of $18,286, with surpluses consisting of contingent reserve account of $69,776; Government deposit of $200,000, and revenue suspense account of $42,329.

HYDRO FIGHT IS WARM AT HAMILTON

Beck is Bringing All His Forces to Bear to Pass Radial By-law

The Provincial Hydro organizations are evidently staking big on the result of the Hamilton by-law as a deciding factor in the hydro-radial program. The campaign is waxing warm and Sir Adam Beck and his followers are using all their influence with public opinion to get votes for the measure, which will commit the city to a $6,000,000 liability.

The Hydro campaign is, of course, to make it an issue of public ownership against private ownership—and no one knows how to do it better than Sir Adam Beck—but serious opinion dwells on other phases. The Hamilton "Times," for example, which says: "We are in favor of public ownership," still objects to the city risking $6,000,000 in a venture over which it would have no control, and adds, "Had Sir Adam Beck listened to reason and made the by-law a reasonable affair, there would be no difficulty in carrying it." The "Times" adds:

> When the city hands over the six million dollars of debentures to Sir Adam, the commission will sell these when it thinks fit and for any price it thinks fit. It may sell them for 80 cents on the dollar and the city would have no redress. The commission can cut the city in two with the road and it can only stand and look on. The city will have to pay whatever is asked for railway fares, and it will not have the least say as to the number of or time when the cars will run. In short, we give our money and take whatever Sir Adam Beck will give us.

Apart altogether from the rights of the private interests concerned, the by-law promises to be defeated if Sir Adam fails to make his public-ownership sugar-coating of a bitter financial pill thick enough to last until after the voting.

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YOU will find in the suggestions listed below the very best in business books that brains and money can produce. Each book is essential in its group.

As a foundation for a business library, any one of the groups below will form a good beginning.

Suggestion No. 1—A Business Man's Library

Getting the Most Out of Business
By E. St. Elmo Lewis. Second edition. 3rd printing, 1917. 483 pages. 6 x 8¾. Cloth binding only .... $ 2.50

Credit, Its Principles and Practice
By Benjamin H. Blanton. 1915. 319 pages. 6 x 8¾. Cloth binding only 2.00

Indexing and Filing
By E. R. Hudders, Public Accountant; Member of the American Statistical Association. 4th printing, 1918. 304 pages. 5¾ x 8½. Cloth binding 3.00

Advertising: The Social and Economic Problem
By George French, Editor of "The Advertising News." 1915. 258 pages. 5¼ x 8½. Cloth binding only 2.00

Effective Business Letters
By Edward H. Gardner, Assistant Professor of English, University of Wisconsin. Second Edition. 8th printing, 1918. 420 pages. 5¼ x 7½. Cloth binding only 2.00

New Collection Methods
By Prof. E. H. Gardner, Author of "Effective Business Letters." July, 1918. 486 pages. Cloth 4.00

$15.50

Suggestion No. 2—A Manufacturer's Library

Principles of Factory Cost Keeping
By E. P. Moxey, Jr., C.P.A., 1913. (Reprinted 1918.) 102 pages. 5 x 7¼. Cloth binding only .... $ 1.00

Principles of Depreciation
By Earl A. Saliers, Ph.D., Assistant Professor of Accounting, Yale University. 3rd printing, 1918. 200 pages. 6 x 8¾. Half leather binding only 3.00

Unified Accounting Methods For Industrials
By Clinton E. Woods, Advisory Engineer, Remington Arms Union Metallic Cartridge Company. 2nd printing, 1918. 400 pages. 6 x 8¾. Half leather binding only 5.00

Advertising—Its Principles and Practice
By Harry Tipper, G. B. Hotchkiss, H. L. Hollingworth and F. A. Parsons. New and revised edition, ready October 15, 1918. About 700 pages. 6 x 8¾. 175 illustrations. Cloth binding 6.00

Graphic Methods For Presenting Facts
By Willard C. Brinton. Special edition prepared for The Ronald Press Company by the Engineering Magazine Company, 1918. 371 pages. 7¼ x 10¼. Cloth 5.00

Hiring the Worker
By Roy Willmarth Kelly, Director of the Bureau of Vocational Guidance and Instructor in Education, Harvard University. Special edition prepared for The Ronald Press Company by the Engineering Magazine Company, March, 1918. 244 pages. 6 x 8¾. Cloth binding 3.00

$23.00

Suggestion No. 3—An Accountant's Library

The Accountancy of Investment
By the late Charles E. Sprague, C.P.A., President, Union Dime Savings Bank, New York. Revised by Leroy L. Perrine, C.P.A. Third edition, 1914. 371 pages. 6 x 8¾. Half leather binding only .... $ 5.00

Accounting Practice and Procedure
By A. Lowes Dickinson, C.P.A., member of the firm of Price, Waterhouse & Company. 4th printing, ready November 1, 1918. 280 pages. 6 x 8¾. Half leather 4.00
(Also in cloth, $3.50)

Applied Theory of Accounts
By P. J. Esquerre, C.P.A., Head of the Post-Graduate School of Accountancy; Lecturer, College of the City of New York. 7th printing, 1918. 576 pages. 6 x 8¾. Half leather 3.50
(Also in cloth, $3.00)

Cost Accounting
By Major J. Lee Nicholson, C.P.A., and John F. D. Rohrback, C.P.A., member of the firm of J. Lee Nicholson & Company, and Instructor in Cost Accounting, Columbia University. November 15, 1918. Thin paper, limp leather binding. 700 pages. 5¾ x 8¾. Price 6.00

Auditing Theory and Practice
By R. H. Montgomery, C.P.A., of Lybrand, Ross Bros. & Montgomery; Ex-President, American Association Public Accountants. Second edition. 4th printing, 1918. 781 pages. 5¾ x 8¾. Limp leather binding only; thin paper 6.00

$24.50

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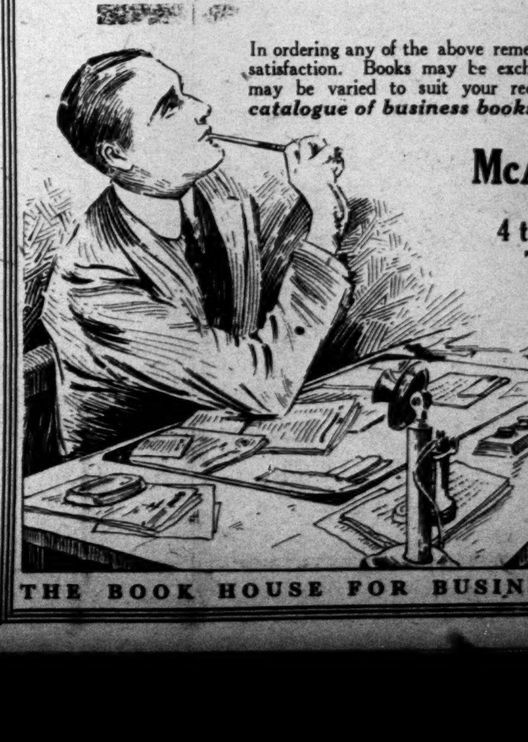

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TORONTO, MARCH 8, 1919

THE LAW AND THE LOAN COMPANIES

THE principal motive for the amendments being proposed to the Ontario Trust and Loan Corporations Act appears to be to prevent a recurrence of the Dominion Permanent Loan disaster. THE FINANCIAL POST has already shown that the Act as now constituted provides every facility for official action in such cases.

If there is any complaint against the present Act it is not that it does not require the filing of sufficient information but rather that it requires too much of it. The reports printed are not only a maze of figures to the average investor but it might even be thought that they were too complicated for the Government—to judge by the Dominion Permanent experience. The proposed amendments cover certain improvements but they do not simplify the forms which are "Greek" to any but trained accountants, and misleading, therefore, to the public, who, without comprehending, base their faith in the fact that they are printed and issued by the Government.

THE FINANCIAL POST suggests here that the Government while passing new legislation make a good job of it; that practical business principles be applied instead of yards of red tape in blue books. Briefly, let the reports of the companies be cut down to a commonsense basis such as the report a business man takes to his banker. Then let these reports be placed before a superintendent or other official with practical experience in the conduct of loan companies and understanding of the security required to safeguard deposits and guaranteed certificates, and let him pass on them, and if his commonsense grasp of the conditions indicated leads to the conviction that all is not as it should be, then let there be further investigation. Such reports, when published, would be far more satisfactory to the average investor than the present figure puzzles.

To carry out this idea of practical enforcement of loan company legislation THE FINANCIAL POST would recommend the appointment of an advisory committee to be formed of representatives of the Government and leading trust and loan companies to whom the superintendent or inspector referred to would be responsible. Such a committee would not be required to meet often, and no salaries need be involved.

Further, it might be a good idea to give such a committee the status of a Treasury Board and remove the administration of the affairs of the trust and loan organizations to the Department of the Provincial Treasurer's Department, where they properly belong. The interests of the mortgage organizations in Ontario are so important that it is high time for practical and intelligent legislative regulation.

SAFETY FIRST IN BANKING

SAFETY and stability are outstanding features of the Canadian banking system—features which are perhaps least understood and appreciated by those who benefit most and who, miscomprehending sane conservatism, talk vaguely of the "money trust" and the "financial monopolists." It would be difficult, therefore, to find a more effective answer to the campaign in Western Canada in favor of unit banks on American lines than the collapse of fourteen banks in Minnesota as described in THE FINANCIAL POST last week.

In the Minnesota affair, according to "Commercial West" of Minneapolis, "A reckless promoter, or business pirate, obtained control of a line of fourteen country banks and proceeded to milk them of half a million dollars by loading them up with worthless paper." In Canada it would be impossible to accomplish such an operation—bank failures have been unknown in this country since the branch bank system reached an efficient state.

It was the "safety first" feature of Canadian banking which proved most effective in the presentation of the case of the present system by Vere Brown, of the Bank of Commerce, at the convention of the United Farmers of Alberta at Edmonton, when the Leedy resolution, favoring the unit system, failed to win support (Mr. Leedy, we understand, has since continued his propaganda, where he has had the floor to himself). Mr. Brown at that time not only referred to failures and panics in the United States, but briefly described the death of private banking in Ontario:

"A question I would ask you to carefully consider is whether local banks could pay. Apropos of this, let me tell you that back in 1898 in the Province of Ontario there were 160 private bankers. These bankers were performing just the same functions as the local banks in the United States, taking deposits and lending money, and lending at pretty high rates—160 of them in 1898, and to-day there are less than 16. Quite a number of them sold out to the chartered banks because they found they could not live under the rates of interest at which the chartered banks are willing to lend; and a great many more, I am sorry to say, failed with heavy losses to their depositors."

There may be features of the Canadian banking system open to criticism—THE FINANCIAL POST has advanced some of them in the past—but its record for safety and stability in recent years goes a long way in answering public criticism.

AS TO THE PRICE OF WHEAT

THE continued discussion on the question of fixing a price for Canada's wheat has added nothing of importance to the controversy, although the division of opinion as between the farmers of Alberta and Manitoba and those of Saskatchewan has indicated divergent ideas among the wheat producers themselves as to the advisability of the Government establishing a false price standard. The serious tenor of the review of the nation's financial position by Mr. Carvell has served to emphasize the danger of the Government assuming such a liability as would be involved by establishing a market on a par with that set in the United States.

As THE FINANCIAL POST has previously pointed out, any payment to the wheat growers by the Government above the price which can be realized in the world markets means that so much will be taken from the pockets of all the people for the benefit of one class. There is no financial wizardry by which a Government can evade the inevitable consequences of such a course. What the United States is doing is not a factor in the situation. The American Government is fulfilling the conditions of a war measure. To adopt a war measure after the war is over would be sheer folly.

VALUE RATHER THAN SENTIMENT

THE "Made-in-Canada" slogan has aroused the "Maritime Merchant, and an article entitled "'Made-in-Canada' to the 'Nth' Degree," expresses an opinion so pointed in relation to a subject of vital interest to all manufacturers that it is reproduced on this page. The "Maritime Merchant" is published by I. C. Stewart, whose long and close associations with wholesale and retail business place him in a position to speak with force upon this subject.

The point of the argument is that Canadians should not be asked to buy made-in-Canada goods simply because they are made in Canada, but because, in addition to being made in Canada they are equally as good, if not better value than the imported article. It is only on this basis that Canadian industry can be built on a solid and lasting foundation. The manufacturer who plans to give short measure in quality and make up the balance in sentiment will find that his career will be short. And one manufacturer of poor goods can give a black eye to many others who are playing straight.

On several occasions in the past THE FINANCIAL POST has expressed similar views and convictions. In April, 1915, we so advised the committee of the Canadian Manufacturers' Association which was campaigning for funds to advertise the Made-in-Canada idea. At that time we endorsed the theory but questioned the soundness of its practice, saying:

> Most Canadian manufacturers take a pride in their products, put their names on them and turn out something that is equal to and in not a few cases superior to anything of the kind produced in the world. On the other hand there are some Canadian manufacturers who, unfortunately, think their own interests are best served by making the cheapest and most inferior article they can force upon the buying public. They think a slightly better immediate profit is better than building up a reputation for high-grade goods. These experiences and the exposures in connection with inferior qualities supplied to fill war orders show that there are some manufacturers who ought to be behind prison bars as the Premier suggests.

The Made-in-Canada stamp at home or abroad will be an asset to Canadian manufacturing when it appears on good goods—otherwise it will wipe out the advantages of thousands spent on advertising. The great thing is to deal honestly with the public, and the Canadian Manufacturers' Association should, in the interests of its members, work for the elimination of those who, by marketing poor goods at exorbitant prices, do serious harm to the whole industrial community.

EDITORIAL NOTES

The attitude of the Canadian Senate in refusing to be stampeded into putting through a confiscatory measure against the private power interests of Ontario in the shape of an amendment to the Railway Act is again to be commended.

* * *

It would be interesting to know to what extent the present exodus of English and European people from Canada and the United States is due to prohibition. Further, if prohibition is a factor in this movement its effect in relation to future immigration cannot be overlooked. Ale in England and wines on the Continent have so long been established as normal beverages that it is not a matter of surprise if a dry country is unattractive to many, even though the change may be altogether beneficial.

* * *

While Sir Adam Beck's friends were busily inflating his bubble boom for the Provincial premiership, that gentleman was having difficulty in getting elected as an honorary director of the Canadian National Exhibition. The "Toronto Telegram" says "only about five" voted against him, which does not cover up the fact that the "Power Knight" is finding that the sailing is not as smooth as it used to be.

* * *

Evidently Sir Adam Beck is becoming known in Peterborough. "The Review" says that: "Sir Adam has already established a reputation as a demolisher of private industries. He bought a steam road from London to Port Stanley, rebuilt and electrified it, and operated it as a rival of a private electric road that was giving excellent service. He cut rates until he had the old line on the rocks. Then he raised his own figures above the record."

* * *

In view of the ending of the war, and more or less general apprehension as to unemployment, it is interesting to note that the "Labor Gazette" reports a percentage of only 2.76 of unemployment at the 1st of January, 1919, as compared with 2.42 at the same time a year before—at the beginning of October, 1918, however, unemployment was down to .72 per cent. Referring to the general situation, it is stated that "Unemployment was accompanied by little or no distress and there appeared a tendency on the part of some branches of skilled labor to refuse work where the wages offered were less than those that had previously been received."

Made-in-Canada To Nth Degree

From the *Maritime Merchant*

Toronto, we suspect, has had the credit of being the headquarters of the "Made-in-Canada" movement. At any rate most of the propaganda in connection with the "Made-in-Canada" campaign of education has come from there. But the other day, we discovered the original cradle of the idea. It was brought to our attention by the head of a great manufactory in the city of Quebec. This gentleman submitted evidence to show that the French-Canadian farmer of the Lower St. Lawrence is the real father of the "Made-in-Canada" movement. "The French-Canadian farmer," he said, "buys very little, practically nothing, abroad, that he can get at home. His food and his clothes are mainly of home production. He lives well; that is to say, he gets a good supply of wholesome food, but the most of it comes from his own farm; and as for his clothing, he is still using cloth made from the wool of his own sheep; in fact, he goes so far as to raise his own leaf tobacco, a habit that meets with no approval from the tobacco manufacturers of his own province. As a matter of fact, he is about the most self-contained, independent man that we have on this continent. Like the village blacksmith, about whom Longfellow wrote: He

"... looks the whole world in the face
For he owes not any man."

We heard all this on the morning of a bright January day and during the afternoon of the same day as we sat in the train looking out over the snow-clad fields of the Valley of the lower St. Lawrence on our way home we felt ourselves impelled to think about it—of the advantages and disadvantages of the French-Canadian farmer's plan of life in so far as his industry is concerned. And on the one side we had to recognize the virtue of keeping his money at home, which is the exact policy advocated in the "Made-in-Canada" propaganda as prescribed from Toronto. We had to admit too his confidence in the products of his own country. But on the other hand we saw that his self centred conditions would not permit him to share in the progress of the outside world or benefit by the inventions constantly being made for men's comfort. Further it was evident that the fact of his being so self-centred, made him unsusceptible to the appeal for comforts which are enjoyed by other people and that he found him content to do things as his grandfather or his great grandfather had done them. And if it were true that he did not keep up with the progress of the times in that way it seemed to us that by reason of this fact he was not likely to keep up with it in many other ways. Our point is that an exchange of commodities between individuals, communities, provinces, and nations, produces the opportunity for men to enlarge their vision of things and to benefit by the examples they see of an intense concentration of effort on the part of others. Surely it must be that the farmer whose resolve it is to wear nothing but clothes made from the wool of his own sheep must miss the inspiration that is to be found in the fine product of the looms of foreign countries, which has reached a perfection only achieved by competitive struggle and centuries of concentration on that one thing.

Of course, an argument can be made that the ideal of the French-Canadian farmer is different from ours. It may be said that he is not much concerned about the psychological effect of imported goods in so far as he or his family or community are concerned; it may be said that he is satisfied to get three wholesome meals each day, a comfortable bed in which to sleep, and to be known in his own community as an honest man. That would seem an honorable though modest ambition; but if the whole world were that way it would not make very rapid progress industrially or commercially. To-day, if a nation as a whole wishes to hold its own in competition with other nations, its people cannot be content with the self-centred conditions described above; if they do, they will find other nations with more enterprise step in and undermine their power.

Now, perhaps some of our friends in the Canadian Manufacturers' Association may think that we are trying to show why people should buy imported goods rather than those made at home. We would say that, quite consistent with all we have said, imported goods need only be purchased when the values offered are superior, taking one purchase with another, to those obtained at home. But this fact of the quality of the home products should be so unmistakable that there would not be any necessity for a patriotic appeal to buy them. Canada as a whole has gone a long distance in the manufacturing field. She has some of the best minds in the world and some of the most skilled artisans engaged in the manufacturing industry; she has assembled her information from every country; she has not been content to go on doing the thing in the same old way that grandfather did—in all of which, of course, there is a marked difference compared with the illustration from the farming districts of Quebec. But she still needs the competition of the imported article as a pace maker, for there is nothing like fighting against others to develop efficiency; there is nothing more necessary for Canadian manufacturers or for any of us than to be constantly reminded of the fact that we must keep on improving; otherwise we shall not put our very last ounce into the scale.

Last summer we read an article in a Canadian magazine in which the writer almost called down fire from heaven to strike anybody who would buy goods that were not made in Canada. This article appeared just at a time when everybody was really trying to keep the country's money at home because of the urgency of home needs. But we could not help thinking as we read this article that, from the standpoint of the manufacturer who wrote it the things he said were a mistake. To the average reader it was a call to do, not the thing he wanted to do, but the thing he had to do, in the country's interests; it was calculated to make a man feel, when he bought a Canadian manufacturer's product, which should stand to his credit as a sacrifice. Now, we happened to know that the manufacturer who wrote this article was a producer of a high class product; we knew from personal experience, for we had tested his product in comparison with others in the same classification made in foreign countries. His value, as we say, was good, but when he threatened to seek the assistance of the avenging angel to exterminate those treasonable Canadians who were not disposed to buy his product, "Made-in-Canada," he was really increasing the distrust which people may have had for the domestic product as compared with the imported article. It seems to us that what is needed in Canada in order that our manufacturing industry may flourish is at all times a fair amount of competition from the foreign field; enough to keep us up to the scratch. And further we would say that we want an educational appeal to Canadians to TRY rather than to BUY "Made-in-Canada" products; either this, or forget the "Made-in-Canada" slogan entirely and seek business solely on the merit of the article sold.

In case the point we are endeavoring to establish may need further elucidation we would briefly say that a country to be in the van of world progress must not shut itself behind an impassable barrier, either of indisposition to be interested, as in the case of the Lower St. Lawrence farmer, or by invoking the aid of the tariff, or patriotic appeal. We believe the conditions in Canada make it necessary that our manufacturers should have a fair measure of protection, our proximity to the United States in fact makes such a condition imperative unless perchance we wish to devote the rest of our life to lumbering, farming and fishing, but we should not go so far as to discourage the purchase of foreign made goods because they are foreign; rather should we bend our energies to making our own goods of such high quality that no patriotic appeal will be necessary. In many lines we have accomplished this already and we half suspect that one reason why some consumers do not yet realize this is because they have been asked for their business in the wrong way; they have been importuned to buy "Made-in-Canada," not with the single and simple argument that their quality was good, but with the appeal that it was our duty to buy them because they are made in Canada.

PERSONAL

J. MALCOLM McINTYRE, who succeeds the late George E. Drummond on the directorate of the Molsons Bank, is president of McIntyre, Son & Co., Limited, of Montreal, a wholesale dry goods firm. He is also a director of Montreal Tramways Co., the Dominion Bridge Co., and others.

LIEUT. DE LA GICLAIS, of the 29th Brigade, 2nd Artillery Regiment of the French Army, after serving four years on active service has returned to Winnipeg, and is again at his desk as manager of the Trustee Company, Limited, 300 Nanton Building. The gallant officer was on furlough in April of 1917, and accompanied Field Marshal Joffre from Montreal to France. He was attached to the American forces operating to the north of Luneville, France, and for valuable services rendered in this connection was awarded the American Distinguished Service Cross. In July of 1917, for conspicuous gallantry in several attacks, he received the French Croix de Guerre with a star.

HON. FRANK CARREL, who was added to the Board of Canada Steamships, Limited, was appointed recently a member of the Legislative Council of the Province of Quebec. His main business in life consists in publishing the Quebec "Telegraph," of whch he is proprietor. Mr. Carrel's chief hobby is traveling, and he has written several entertaining books and magazine articles. He has been identified closely with Steamships, being connected for years with the original of the merger, the Richelieu & Ontario Navigation Company, and has been a member of the Quebec Advisory Board of Steamships.

SIR ROBERT STEVENSON HORNE, British Minister of Labor, is spoken of as "a Sir Eric Geddes man," and he looks it. There are the same firm, clean-shaven upper lip and the same determination in the clench of his fist when he emphasizes his words; but he has in addition a winning persuasiveness in his voice and a smile in his eyes that will carry him a long way in softening the acrimony of a dispute or convincing an adversary. He has been put on his mettle before getting comfortably in his chair at Montague House, but he intends to tackle his job with the buoyant confidence which carried him through his career at Glasgow University (in the football field as well as in classes), at the Scottish Bar, where he became a K.C. at the age of 39, and in every public department where he has worked for his country since the outbreak of war. He gave up a large and lucrative practice to devote himself to recruiting work at Edinburgh, and, impelled by a sense of duty, he went to London and undertook the deputy-directorship of the agricultural section of the National Service Department. Then he went to the War Office to assist Sir Eric Geddes in organizing transport services abroad. He returned frm France with his chief to go to the Admiralty, where, after dealing with the distribution of material, he took over the Labor Department. It was here that he first displayed ability in adjusting industrial differences; he exercised jurisdiction over 2,500 firms, employing more than half a million men. He represented the Admiralty on Mr. Justice McCardie's Committee of Inquiry on the labor troubles at Coventry and elsewhere last summer, when he gained a clear insight into the cause of unrest and saw how disagreements between employers and men were allowed to drift into serious disputes. He strongly supported the Whitley recommendation that more should be done to encourage confidence and co-operation on both sides. Sir Robert was born in 1871 at a mining village about midway between Edinburgh and Glasgow, where his father was parish minister. At Glasgow he won several scholarships and graduated as a Bachelor of Law. For a time he edited the university magazine, and he gained his "blue" in the university Rugby team.

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PRICE ABSORPTION

Business of Subsidiary Taken Over and Earnings Improved as the Result of the Consolidation

Continued efficient management of the affairs of the City Dairy Company was indicated by the annual report showing that profits which were increased from $18,018 in 1916 to $70,275 in 1917 were further enlarged to $112,022. Of this amount $36,750 was appropriated for the payment of three quarterly payments on the preferred dividend, the balance being carried forward, increasing the surplus from $84,235 to $159,507. The earnings represented 16 per cent. on the preferred stock and had there been a full 7 per cent. paid on that issue there would still have been available an amount equal to better than 11 per cent. on the outstanding common stock. Following are comparative figures for the past three years:

	1918	1917	1916
Net profits	$12,022	$ 70,275	$ 18,018
Bal. forward	84,235	48,234	90,271
	$196,257	$119,234	$108,289
Pref. Div.	36,750	....	36,750
Com. Div.	.....	....	22,580
Reserve	.....	35,000	....
Surplus	$159,507	$ 84,234	$ 48,959
Indicated earnings—			
On pref. div.	16%	...	2.57%

President C. B. McNaught indicates in his report to the shareholders that the successful operations of the year were in an important degree due to the consolidation of the business of S. Price & Sons with City Dairy and the economies in operation which were thus made possible. He points out that the entire volume of business transferred was retained and further that the combined businesses were largely increased during the year. The premises formerly occupied by Price & Sons have been improved and advantageously leased.

The Balance Sheet

Consolidation of the affairs of the City and Price concerns resulted in some interesting changes in the balance sheet, and it would appear that there has been some conservative adjustments made. For instance, despite the addition of $75,273 to the surplus during the war, there was a reduction in total assets from $1,785,852 to $1,739,956, which for one thing evidently indicates the absorption of reserves of $101,945, shown in the last report, viz: general reserve $35,378, reserve for depreciation $60,000 and special reserve $6,567.

Formerly the Price business was carried in the investments account but now only the premises now not actually used by the company are thus shown; the item was reduced from $294,184 to $194,375. On the other hand real estate, plant, equipment, etc., increased from $1,196,434 to $1,334,363. Reduction of bank advances of $120,000 to $24,737 was another interesting feature of the balance sheet.

THE WAR AFFECTED STANDARD RELIANCE

Interest Rates Higher and Real Estate Dull—Outlook Improved

Net earnings of the Standard Reliance Mortgage Corporation for 1918 at $423,558, showed comparatively little reduction from the $434,316 returned for 1917, but such were conditions explained by President N. H. Stevens,—with "increased interest charges for debenture money and the holding of large cash balances during the larger part of the year to cover withdrawals of both debentures and savings for investment in war loans"—that profits were reduced from $207,841 to $164,306. Dividends of $164,306 were paid, reducing the surplus from $32,694 to $12,991. Following are comparative figures for the past three years:

	1918	1917	1916
Bal. ford.	$ 32,694	$ 4,744	$ 13,726
Profits	164,306	207,841	205,524
	$197,000	$212,585	$219,250
Distribution—			
Dividend	$184,009	$179,890	$179,506
Reserves	......	......	35,000
Balance	12,991	32,694	4,744
	$197,000	$212,585	$219,250

Features of the earnings record for the past four years are as follows:

Year	Paid-up Cap.	Profits	Div.	% Pro. Cap.	Earn Rate
1918	$2,610,984	$164,306	7	6.3	5.0
1917	2,604,684	207,841	7	7.9	6.5
1916	2,502,140	205,524	7	8.2	6.6
1915	2,568,867	227,612	7	8.8	7.2

In addition to the influence of the borrowing and loaning markets war conditions also retarded progress in the policy of realization of assets of the Dovercourt Land Building and Savings Company. In this connection however, a pleasing improvement is reported since the signing of the armistice and the outlook is for a year of good building activity in 1919; considerable property has already been disposed of and a still better movement is looked for in the spring.

In addition to the $10,000 reduction in income there was an increase of over $30,000 in interest paid on debentures and deposits. The amount of liability on the latter was increased from $4,946,088 to $5,064,514; deposits were slightly lower but the outstanding debentures were increased by $161,821.

Mortgage loans showed considerable increase, from $6,651,501 to $7,028,7998, while investments in war loans, stocks, etc., were reduced from $535,623 to $297,927. Total assets increased from $8,436,555 to $8,523,984.

SASKATCHEWAN LIFE'S ACHIEVEMENT

Company Was Able to Meet Very Severe Losses and Yet Add Slightly to Its Surplus

A certain special interest attaches to the operations of the Saskatchewan Life Insurance Co. in that the company confines its operations to the province, the name of which it bears. Last year, in face of very heavy calls on its resources, this young company which only started business in 1914, was able to hold its own remarkably well. Not only was it in a position to provide for death claims of $32,470, but it was also able to make the necessary increase in its policy reserves, and still show a surplus slightly greater than at the end of the previous year.

The business written in 1918 approximated fairly closely to that in 1917. New insurances for 1918 were $1,167,145; for 1917, $1,173,875. The business in force at the end of 1918 reached a total of $2,845,834, a gain for the year of $530,528.

Premium income for the year amounted to $94,610, of which $38,294 represented first year premiums. Premium income in 1917 was $71,165, so that a very substantial increase has been effected. Interest earnings totalled $12,776, as against $10,722. Including a sum of $18,790 received on capital account, total receipts were $130,610, an increase of about $40,000.

Expenses Were Reduced

There was disbursed to policyholders $13,395, of which $12,973 represented death claims. The sum of $52,232 was paid out on account of management and $3,596 in commissions to stock salesmen. This left a balance of $61,385, which was carried to investment account. It is noteworthy that expenses of management have been reduced from 126 per cent. to 119.7 per cent. in spite of the increased cost of doing business.

The company reports total assets of $266,745, an increase for the year of over $60,000. First mortgages make up $71,785 of the total bonds and debentures, $145,538; cash $23,791 and policy loans, $2,847.

On the side of liabilities, the reinsurance reserve has been increased from $69,637 to $116,437. The sum of $22,500 has been provided against death claims awaiting proof; the investment reserve has been maintained at $3,000 and after provision has been made for all other liabilities, there remains a surplus of assets over liabilities and capital of $22,467, this being about $110 more than at the end of 1917.

The company's mortality ran to 146 per cent. of the expected, due to the severity of the influenza epidemic. Death claims from this cause in November and December alone exceeded the total death claims from all causes since the company began business, which gives some idea of the seriousness of the disease.

MORE PROGRESS BY THE WESTERN ASSURANCE CO.

Continued from page 14

liabilities, excluding capital stock, bring the total outstanding liabilities up to $2,344,627. Calculating the liability for unearned premiums on unexpired risks according to the company's own standard, the surplus to policyholders stands at $3,054,665, an increase for the year of $443,888. Adopting the Government standard of calculation, the surplus works out at $2,468,583, an increase of $461,184. As Mr. Meikle points out it only requires $31,416 now to increase the balance of $2,312,911 to the Government standard for unearned premium reserve, thus relieving the preferred stock from any longer standing as the bulwark of this reserve. That this will be much more than accomplished in 1919 is evident.

A cable to the New York "Journal of Commerce" says the British Discount Co. will issue 80,000 £10 shares to be £5 paid on price of £10, making paid up capital £1,000,000, with reserve fund of £1,000,000.

HILLCREST NEARLY BACK TO BEST PROFITS RECORD

Total of $125,937 Compares With $133,823 in 1913

EARNED 6.02 PER CENT.

Gain in Net of Nearly $30,000 For Year—Surplus Now of $206,000—Outlook Brighter

The annual statement of Hillcrest Collieries gives the impression that the mining company had passed the darkest days and that prospects ahead of it were far more hopeful. It is over four years since the disaster that so crippled the company physically and financially, and with the ending of the war and a better supply of labor there is confidence felt that each year will make a better showing. The president, Sir Charles Gordon, in his report states that the mines have been worked more steadily than usual, but at a reduced daily output, because of the scarcity of labor. "We have now two independent mines, both having development work well ahead, and our men are now busy opening up a third mine. This system of independent mines should add materially to the stability of our industry."

The action of the directors last year in placing the common stock on a dividend basis of 4 per cent. would appear to have been justified by the fair increase in profits this past year has shown. The net profits which in 1917 were $80,581 gave a return available for common of only 2.55 per cent. This year the profits rose to $110,295, leaving available for common the sum of $60,288, compared with $25,562 in 1917, or a percentage of 6.02 on the common stock of $1,000,000. The surplus carried forward to 1919 amounts to $206,469, an increase of over $25,000 for the year.

The figures of profit and loss for the past two years are as follows:

Profit and Loss

	1918	1917
Net profits	$110,295	$ 80,581
Miscellaneous	15,642	10,630
Total net	$125,937	$ 91,211
Interest	16,250	16,250
Preferred div.	49,399	49,399
Balance	$ 60,288	$ 25,562
Common div.	20,000	.....
Balance	$ 40,288	$ 25,562
Contingent res.	15,000	15,000
Surplus for year	$ 25,288	$ 10,562
Add prev. surplus	181,181	170,617
Total surplus	$206,469	$181,179

Working Capital Higher

The balance sheet shows a new item this year, bank loans of $56,007 against nothing one year ago, while cash has declined from $71,539 to $98. Miscellaneous assets rose however from $83,058 to $315,494. The liquid assets rose from $245,844 to $415,040, while current liabilities rose from $78,892 to $142,946. Working capital now stands at $272,094, as against $166,952, a gain of $105,142 for the year.

Working Capital
Liquid Assets

	1918	1917
Cash	$ 98	$ 71,539
Acc. rec.	99,448	91,267
Miscellaneous	315,494	83,058
	$415,040	$245,844
Current Liabilities		
Bank l.ans	$ 56,007	....
Acc. pay.	12,955	$ 24,511
Wages accr.	46,219	36,616
Divid.	22,349	12,349
Bond int.	5,416	5,416
	$142,946	$ 78,892
Bal. work, cap.	$272,094	$166,952
Gain for 1918		$105,142

That Hillcrest Collieries is coming back to more normal conditions in earnings is shown by a comparison for the last seven years:

	Net pro.*	Surp. for Year
1912	$100,101	$ 32,660
1913	125,077	61,601
1914	92,764	35,691
1915	85,846	30,057
1916	81,594	10,608
1917	80,582	10,563
1918	110,295	25,288

*Not including "other income," running from $3,299 in 1912 to $15,642 in 1918.

The stock fell down to a low of 14¾ in 1917 and 15 in 1918. The highest point reached before was in 1914, 45, and curiously enough to date this year the high is 45, but on a 4 per cent. basis. The price for some time after the 4 per cent. was declared was 35, and only lately the stock has risen to 43-45.

DOMINION STEEL

Trading in Dominion Steel has been more active during the week than at any period during the year. The company has a very satisfactory tonnage of Government work on hand. Mark Workman, the president, is in Europe at present looking for orders, and the feeling seems to be growing in Canada that those firms that get out and look for European orders will be very likely to secure whatever business is offering.

No more has been heard in regard to the success of the negotiations that the president undertook to conduct, looking to the release of a certain amount of shipping which had been requisitioned by the British Government during the war.

NOVA SCOTIA SAVINGS

HALIFAX.—The success which has attended the conservative administration of the Nova Scotia Savings, Loan and Building Society which has been doing business at Halifax for sixty-nine years is further indicated by the company's report apart from the year's profits which were referred to last week. The company is modelled on the old English system and there seems to be no desire for a change.

The directors report that during the past nine months money has been in great demand, the total of loans applied for being $1,192,000 as compared with $869,226 for the previous year. About 50 per cent. of the applications were accepted, involving a sum of $369,898 as against $336,316 in 1917. Monthly payments were well met and the total of arrears were nearly 25 per cent. below that of any previous year.

The directors also make the important announcement that the mortgages on real estate in the district devastated by the explosion on December 6, 1917, have been adjusted without loss to the society. Further it is pointed out that it was only necessary to have one foreclosure sale during the year, the property involved being disposed of without loss. During the past ten years the society has made more than 2,400 advances, amounting to over $3,000,000, and on this large number of mortgages it has not been necessary to foreclose more than twenty.

Plenty of Ammunition

A prominent agency manager said recently: "I have never regretted joining the Dominion Life. Their Actual Results to Policyholders make it easy to write business."

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Head Office: Waterloo, Ontario

The Dominion Fire Insurance Company

HEAD OFFICE, - TORONTO

Statement for the year ending December 31st, 1918

RECEIPTS		DISBURSEMENTS	
Premiums	$572,818.22	Losses	$232,327.74
Interest	18,802.86	Reinsurance	146,276.01
Reinsurance losses	66,714.69	Rebates	68,050.67
		Commission	70,060.89
		Salaries and travelling expenses	22,491.58
		Rents	1,833.91
		General expenses	3,356.29
		Goad's plans and revisions	43.12
		Printing and stationery	1,846.61
		Postage and telegrams	2,376.38
		Advertising	3,201.38
		Taxes and registration	11,478.50
		Directors' fees	2,780.00
		Auditors' fees	600.00
		Legal expenses	204.40
		Reserve for taxes	2,562.50
		Reserve agents' balances	1,000.00
		Hail expenses	7,505.74
		Written off Goad's plans	5,500.00
		Surplus	74,840.05
	$658,335.77		$658,335.77

ASSETS		LIABILITIES	
Cash on hand and in banks	$ 19,704.81	Reinsurance reserve	$211,492.84
Call loans	15,150.00	Unadjusted losses (net)	7,533.54
War loan bonds	195,000.00	Reinsurance companies' reserve account	81,011.29
Municipal bonds	176,767.33	Sundry creditors	436.95
Bank stocks	25,575.00	Reserve for taxes	7,500.00
Consumers Gas Co. stock	4,500.00	Hail reserve	16,349.25
Huron & Erie Mortgage Corp.	10,250.00	Surplus, policyholders' account	187,089.47
Mortgage on real estate	14,000.00		
Accrued interest	3,889.70		
Agents' balances net	34,390.68		
Sundry debtors	6,185.82		
Office furniture and Goad's plans	6,000.00		
	$511,413.34		$511,413.34

Paid-up Stock - - - - $199,680.00

OFFICERS

President—Robert F. Massie
Secretary—Neil W. Renwick
Vice-President—Philip Pocock
Assistant Secretary—J. J. Bell

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Arrive Vancouver 10.05 p.m. (Fourth Day)

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NEWS OF THE BOND MARKET

BOND MARKET IS INFLUENCED BY RISE IN VICTORIES

New Basis Now Established For General Run of Bonds

SALES STILL FEW

British Columbia Obtained a Good Price For Its Issue and Other Places Make Good Sales

Strength in Victory bonds has been the outstanding feature in the bond market this week. The advance in their price is regarded as a very encouraging feature, definitely establishing the general bond market on at least a 5½ per cent. basis. The effect of this rise should be to bring out more of the issues that have been withheld from the market, as well as to induce industrial and other corporations, which have financing in view, to undertake their flotation in the near future.

At the moment the market is still bare of issues and, judging from the number of tenders being called, there is no immediate prospect of an increased supply. Such issues as have been placed during the week have commanded a good price and, in view of the rise in Victories, should retail readily at the advanced figure. Bond houses are fairly busy, devoting their attention largely to trading in old issues. Of these a good many are constantly coming on the market.

The British Columbia Sale

Monday's sale of the province of British Columbia's $3,000,000 issue resulted favorably for the province. A price of 99.32 was secured and, the bonds being 20-year fives, this meant that the province was getting its money at about a 5.57 per cent. rate. The successful tenderers were the Dominion Securities Corporation and Wood, Gundy & Co., operating on joint account. Other offers received came from A. E. Ames & Co., who submitted a tender at 99.29; C. H. Burgess & Co., 99.07; W. A. Mackenzie & Co., and Brent, Noxon & Co., 98.82; G. A. Stimson & Co., 98.53 (for $1,000,000 with option on the balance).

Burlington's Sale

The town of Burlington's issue of $30,000, 6 per cent., 30-instalment debentures was awarded on February 27 to R. C. Matthews & Co. The price paid was 103.25, a basis of 5.68 per cent. There were seventeen tenders, ranging as follows:

R. C. Matthews & Co.	103.25
Canada Bond Corporation	102.63
A. E. Ames & Co.	102.59
Wood, Gundy & Co.	102.27
W. A. Mackenzie & Co.	102.27
Brent, Noxon & Co.	102.139
G. A. Stimson & Co.	102.01
Graham, Sanson & Co.	101.9112
Sterling Bank	101.90
R. A. Daly & Co.	101.87
A. Jarvis & Co.	101.82
urner, Spragge & Co.	101.771
Mulholland, Bird & Graham	101.55
C. H. Burgess & Co.	103.33
J. F. Stewart & Co.	101.11
G. B. Perry & Co.	100.9857
W. A. Dyment & Co.	100.32

Some Other Issues

An issue of $7,500, 6 per cent. 20-instalment bonds of the Township of London was placed during the week with the Canada Bond Corporation at 103.15.

Brent, Noxon & Co., and Turner, Spragge & Co., have purchased on joint account an issue of $17,000, 6 per cent., 20-instalment bonds of Ancaster Township.

H. J. Birkett & Co., have purchased the following Manitoba district issues:—Dog Creek, $2,000; Red Deer, $2,000 and Lone Sand, $2,000, each being 7 per cent., 15 instalments.

The U. S. Market

Reporting on the bond business in the United States in February, the 'Bond Buyers' of New York states that a considerable amount of activity was observable. In fact, in the last few weeks a greater volume of financing has been gotten "under way" than in any similar period in recent months. The season for voting bonds is here. Many state legislatures are in session and public officials or governing bodies empowered to issue bonds without approval of the voters are preparing to commence construction of improvements, which means, first of all, the raising of funds with which to purchase materials and meet payrolls.

The effect of the nation-wide plea that Federal and local Governments provide work for our growing surplus of labor is beginning to bear fruit. It is generally conceded that 1919, and perhaps the succeeding three or four years, are going to pass all former records in the volume of state and municipal bond sales. There is every indication of an early resumption of public building on a huge scale.

Here is a comparison, compiled by "The Daily Bond Buyer" of New York, of the sales of long term American municipal bonds sold in the month of February and two months period ending February 28th for ten years.

	February	Two months
1919	$19,827,867	$44,566,215
1918	23,445,739	41,851,795
1917	22,450,950	64,064,390
1916	35,915,303	87,326,120
1915	39,610,087	70,976,965
1914	26,870,680	111,077,613
1913	21,102,868	64,036,209
1912	30,837,312	57,334,797
1911	21,677,661	106,252,454
1910	17,626,556	29,638,583

NEW WINNIPEG HOUSE

Allan, Killam & McKay Open an Investment Department

Contending that Western Canada should have its own bond houses rather than send business to the East, the firm of Allan, Killam & McKay & Co., Limited, Winnipeg, have added an investment department to their business. They announce that they will deal actively in Government and high grade municipal securities and add that they have made connections which will enable them to supply their clients with the very best investment securities. Among the first offerings which they are making are Grand Trunk Pacific bonds, maturing in 1962; Edmonton, Dunvegan & B. C. 4½ per cent. bonds, maturing 1944; Newfoundland, 6½ per cent. bonds, maturing 1928, and Province of Alberta, 5 per cent. bonds, maturing 1925 and 1926.

A USEFUL COMPILATION

Toronto Bond House Calculates Some Practical Yield Rates

A useful table is being compiled by the bond firm of Turner, Spragge & Co., Toronto, for the benefit of investors. The question often arises nowadays in connection with bond buying as to just what the yield on taxable bonds should be to equalize the yield on tax-free war bonds. The varying effect of the income tax on incomes and on yields makes this frequently a puzzling calculation. Turner, Spragge & Co. are compiling two tables, one for the married tax-payer and one for the unmarried tax-payer. In each case there is shown the yield on a 5 per cent., a 5½ per cent., and a 6 per cent. taxable bond, which would be equivalent to the yield at the present market price on the 1933 Victory bond. This calculation is made for incomes from $5,000 up to $100,000. The tables will undoubtedly be very useful to all bond buyers who have this particular problem to consider.

OTTAWA GAS BONDS

New Issue of $850,000 Secured by Royal Securities Corporation

Royal Securities Corporation have purchased an issue of $850,000 par value of Ottawa Gas Co. 6 per cent. refunding sinking fund gold bonds maturing in 20 years. These bonds are guaranteed as to principal and interest by the Ottawa Light, Heat & Power Co. The purpose of the issue is to reimburse the Ottawa Gas Co., for expenditures amounting approximately to $1,250,000 made on additions to its plants during the last five years. It is probable that a private offering of the bonds will be made by the Royal Securities Corporation in the next few weeks, when further details as to price, etc., will be announced.

TRAM BONDS PLACED

The $7,300,000 Issue Has Now Been Completely Absorbed

Apart from a small block amounting to a few hundred thousand dollars' worth that one member of the syndicate re-bought for small clients, it is understood that the full issue of $7,300,000 Montreal Tramways & Power Company 6½ per cent. bonds have been sold. This issue has secured a wide distribution, and the success is a tribute to the courage of those who undertook placing this comparatively large issue.

THE MANITOBA MYSTERY

Another Half-Million Block Offered In New York This Week

No official statement appears in have been issued as yet by the Hon. Edward Brown, Provincial Treasurer of Manitoba, regarding the disposition of the million dollar bond issue announced last week. In the meanwhile there has been another offering of Manitoba bonds in the New York market, this time by A. E. Ames & Co. The issue consisted of $500,000 5½ per cent., 20-year bonds, dated February 1, 1919, and they were offered at par. It would seem that some official announcement regarding the various Manitoba issues, made since the first of the year, was now in order.

SASKATCHEWAN BORROWINGS WERE ON LESSER SCALE

For First Eleven Months of 1911 Were Under Two Millions

PHONES BULKED UP

Omitting Rural Telephone Developments, Municipal Borrowings For Past Three Years Were Small

REGINA.—The local Government Board of Saskatchewan, reporting on the borrowing done by the municipalities of the province during 1918, states that as compared with previous years borrowing was restricted practically to a minimum. Many necessary expenditures were postponed to be taken up again at a more opportune time when financial and other conditions are more favorable.

This action or lack of action on the part of local authorities is doubtless attributable to a certain extent to Order in Council (No. 3439) of December 22, 1917, prohibiting the issue and sale of municipal and other securities without the approval of the Minister of Finance. It is doubtful, however, if the absence of this order would have made any appreciable difference. Not only the local Government board, whose authorization is required for the issue of all municipal, school and rural telephone debentures in Saskatchewan, but the officials of Saskatchewan local authorities themselves, were fully alive to the necessity of restricting operations, not alone in the interests of war financing, but because they realized that the abnormally high cost of labor and material, together with adverse monetary conditions, were not conducive to the practice of that economy, which, while not overlooking the need for efficiency, should be observed by them as guardians of public trusts.

The following summary of authorizations granted by the local Government Board for the first eleven months of the years 1916 to 1918, will serve to emphasize the foregoing remarks:

	1916	1917	1918
Cities	$ 170,217.46	$ 87,081.98	$ 429,581.98
Towns	172,757.00	97,060.82	58,628.21
Villages	84,730.00	88,900.00	14,550.00
R. M's	20,000.00	63,000.00	36,671.79
Schools	559,260.00	546,245.00	521,770.00
R T C's	2,269,500.00	3,209,825.00	830,551.00
Total	$3,276,464.46	$4,092,112.80	$1,891,752.98

Omitting Telephones

Rural telephone companies while their issues are secured by taxing power against certain lands contiguous to their lines as defined in the Rural Telephone Act, and while the machinery for collecting the revenue to be applied in meeting their debenture payments is the same as in the case of small schools and rural municipalities, are not strictly speaking, classed as municipals, so that if the authorizations granted in respect of them are deducted, the comparison remains as follows:

1916	$1,006,964.46
1917	882,287.80
1918	1,061,201.98

Cities Needed Money

The amount shown for cities is larger than it would otherwise have been had not two of the larger cities been confronted with the necessity for providing for certain utilities, one for water supply and one for electric light and power, caused by growth and expansions which have taken place notwithstanding war time conditions.

The amount authorized for schools is practically the same as for 1917, there being a decrease of $24,475. This is a class of issue which will continue at about the same amount each year for some time to come, in orders that facilities for education may keep pace with the settlement of the country. The Saskatchewan Department of Education is following an aggressive policy along these lines in the course of which about 130 new school districts have been erected in various parts of the province during the twelve months ending December 30, 1918.

Unfortunately, some parts of the province were subject this year to a partial crop failure, but notwithstanding this, municipal conditions, so far as information shows, are generally in a healthy condition. Taxes have been paid with a fair degree of promptitude, and very few instances of delay in meeting debenture payments have been reported. The results of the Victory Loan Campaign would indicate a degree of prosperity which is highly gratifying, and which is further evidenced by the fact that many issues of debentures of schools, rural telephone companies and smaller municipalities, are being taken up by local investors, at prices mutually advantageous to themselves and the local authorities issuing them.

APPOINT MANAGERS

Municipalities Near Montreal Will Be Controlled in Future

General managers for the towns of St. Michael de Laval and Montreal North will probably be imposed by the Quebec Legislature this session. Each of the towns will retain its mayor and council, but the general manager to be appointed will control the finances to make sure that position does not become even worse than at present. As regards the town of Pointe aux Trembles, it is understood the Legislature will insist that the tax rate will be raised to meet necessities. This follows the policy of the Legislature of late in regard to municipalities around Montreal, the idea being that when in the near future they are annexed the situation may not be as bad as when Maisonneuve was annexed.

R. C. Matthews & Co.

Government and Municipal Bonds

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FIELD OF MUNICIPAL FINANCE

RED DEER MAKES GOOD PROGRESS IN THE YEAR 1918

Debenture Debt Has Been Reduced $40,000 Since 1914

A REVENUE SURPLUS

City Able to Finance Itself Until July Without Having to Borrow From the Banks

Steady improvement in the financial position of the City of Red Deer is disclosed by the auditors' report for the year 1918, which has just been issued. One gratifying feature is the reduction in the debenture debt. This now amounts to $329,010, comparing with $343,649 at the beginning of the year. In fact, since 1914 the debenture debt has been reduced by over $40,000. All debentures and treasury bills presented have been paid as they came due.

Tax arrears, which are carried as a revenue asset, total $68,368. This compares with $86,998 at the end of 1917, and indicates a steady gain in this particular. Of an assessment for 1918 of $86,633, there was collected $50,655, and arrears are calculated at $33,432. This compares with arrears of $43,489 on 1917 account. In a note to THE FINANCIAL POST, A. T. Stephenson, secretary-treasurer, says: "Our arrears of taxes are too high, I must admit, but about $34,000 of this is owing by the Townsite Company and over $25,000 by soldiers. We are applying for legislation at the present session that will enable us to collect arrears of taxes easier, and I expect by the end of this year that we will be in a better position in regard to arrears."

The city carried through its operations with a profit on paper of $10,575. Revenue amounted to $102,870, as against $107,635 in 1917, and expenditure, $92,295, as against $92,766. Actually the city started the year with cash on hand and in bank of $32,469 and ended with $32,889, which means that it was able to pay its way satisfactorily. In fact, enough taxes were collected to finance the city, schools and hospital without having to borrow from the bank until July.

General conditions in Red Deer are reported to be of the best. Considerable building is planned already, and there is a good demand for modern houses. The Canadian Northern Railway has promised to build into Red Deer this year, and their gangs of men are working now on repairing the bridge across the Red Deer River, so that there will be an additional railway operating into the city this year.

A MEASURE OF AMELIORATION

Bill Introduced in the Alberta Legislature to Help Municipalities Out of Difficulties

The Alberta Legislature proposes at its present session to take into consideration a measure which will provide the machinery necessary to enable such municipalities in the province as are experiencing difficulty in financing their operations to secure some relief. A bill to this end was introduced this week by Hon. A. G. Mackay, Minister of Municipal Affairs, its title being, "An Act to ameliorate the financial condition of municipalities." Just what the nature of the measure is, THE FINANCIAL POST has not yet been informed, but it is understood that a commission, directly under the Provincial Government, will be found to take up all the financial troubles of the municipalities, and by investigation, suggestion, compromise and recommendation, attempt to solve their difficulties.

Bond holders generally will welcome any steps calculated to improve the security behind their holdings, and so long as the legislation does not propose to do anything to injure existing rights it will be well received. Any proposal, however, that the form of debentures might be changed without the sanction of the bond holders should be vigorously opposed. There is room for compromise, but all such compromises requires the consent of interested parties.

EDMONTON EXEMPTIONS

Lands Exempted from Taxation Worth Over Seven Millions

A statement showing the value of exempted lands in the city of Edmonton has been compiled by the city assessor. These amount to $7,889,470. The value of buildings on the exempted land has not yet been fully determined but it will add considerably to the figure. The valuation of church buildings has been completed and approximates $900,000; church lands have a value of $357,700.

Lands occupied by private and public hospitals, by colleges and the University of Alberta, are valued at $1,742,430. Of this total the university grounds approximate $1,161,000.

The land holdings of the Dominion Government within the city which pay no taxes amount to $968,580. The penitentiary grounds alone reach $560,000. The valuation of buildings is also high when the post office and penitentiary buildings are considered.

The exemptions of the Provincial Government approximate $599,260, the property surrounding the legislative buildings being valued at $380,200. The total building valuation is to be determined later.

Money By-laws

Those investors who wish to keep in touch with the municipal bond market will find this department useful. It aims to be accurate and convenient. THE FINANCIAL POST makes a specialty of municipal bond news. Municipalities will find it to their advantage to send in direct news of contemplated bond issues.

TENDERS WANTED

March 10, Amherstburg.—$25,000, 6 per cent., 20-instalment bonds of the town of Amherstburg.—W. Fred Park, M.B., Mayor.

March 17, St. Lambert, P.Q.—$100,000, 5½ per cent., ten-year debentures of the town of St. Lambert. — James Beatty, Sec.-Treasurer.

March 14, St. Boniface, Man.—$464,372 in two lots of debentures, of which $237,462.40 are dated Jan. 2, 1919, and bear interest at 6 per cent. and $226,910 are dated July 2, 1915, and bear interest at 5 per cent. Maturities vary from 5 to 30 years.—Ernest Gagnon, City Clerk. (See complete announcement, page 4).

BY-LAWS TO BE VOTED ON

April 5, York Township.—$200,000 to provide hydro-electric service for the township.

Southampton.—Ratepayers will vote on a by-law to guarantee the bonds of a kitchen cabinet company to the extent of $20,000, and to give other assistance.

March 25, Humberstone Township.—$7,000 to purchase road crusher and several quarries.

DEBENTURE NOTES

York Township. — The council has agreed to issue $10,000 debentures to complete a six-room school on Dennis Avenue. The bonds will be 20-year sixes.

Fort William.—Enlargements to four schools at a cost of $200,000 are proposed. A by-law may be submitted to the people. It is suggested that if the debentures are made six per cent. and sold at par in denominations of $50 and $100, they can be sold readily over the counter.

Brantford.—Patriotic grants of $23,000 are to be provided by debentures. This will be the first departure since 1914 from the pay-as-you-go policy adopted at that time.

Ottawa.—The city council has decided to ask the legislature for authority to raise $1,500,000 for the purpose of establishing a civic hospital.

SASKATCHEWAN

The following is a list of authorizations granted by the local Government Board from February 15th to 22nd.

School Districts.—Beaverside, $800.
Rural Municipalities.—Buckland, $1,500.

The following is a list of debentures reported sold from February 15th to 22nd.

Rural Telephone Companies.—Norden, $2,500 to W. L. McKinnon & Co., Regina; North Weldon, $4.600 to W. L. McKinnon & Co., Regina; Willow Heights, $5,000, Eston Pioneer, $800, to Wood, Gundy & Co., Saskatoon.

School Districts.—Gallivan, $3,000 to Canada Landed & National Invest. Co., Winnipeg; Beaver Valley, $1,000, to Waterman-Waterbury Mfg. Co., Regina.

Towns.—Kamsack, $10,700, to Goldman & Company, Regina.

BOND SALES

$50 Asbestos at 85; $2,000 Can. Bread at 94; $1,000 Can. Cement at 100; $1,000 Can. Cottons at 80⅝; $1,000 Can. Cons. Rubber at 95; $10,500 Can. Locomotive at 93½; $6,700 Cedar Rapids at 89 to 88½; $8,000 Dominion Iron at 89 to 88½; $1,000 Dom. Textile at 98; $2,000 Montreal Power at 87; $5,300 Penmans at 89¼; $2,000 Porto Rico at 80; $15,000 Quebec Rly. at 61 to 60; $500 Sherwin-Williams at 98; $500 Steel of Canada at 96½; $1,400 Wabasso at 84; $8,800 Wayagamack at 87 to 86½; $26,700 War Loan (1925) at 98¼ to 97; $24,400 War Loan (1931) at 97¾ to 96; $356,750 War Loan (1937) at 99⅛ to 97¼; $311,890 Victory Loan (1922) at 100⅜ to 99⅞; $637,250 Victory (1923) at 100⅜ to 99⅞; $98,100 Victory (1927) at 102⅝ to 100⅛; $749,050 Victory (1933) at 104 to 102⅝; $331,150 Victory (1937) at 105⅛ to 103¼; $2,000 Montreal (1922) at 100½; $6,700 Montreal (1928) at 101 to 100½.

SINKING FUNDS EARN TOO LITTLE

Inspector Baird, of British Columbia, Reports an Average Rate of Only 3.65%

That the municipalities of British Columbia are not receiving an adequate return on their sinking fund moneys is the contention of Robert Baird, Inspector of Municipalities for the Province, whose report for 1917 has just been received. Mr. Baird shows that at Deecember 31, 1917, the total of sinking funds on hand was $10,592,742, of which $3,728,578 was represented by cash. Interest received during 1917 was $376,715, or 3.65 per cent. on the amount in the funds at the beginning of the year. Mr. Baird hopes that with the larger investment in Dominion bonds since made there will in future be a more adequate return. There was a shortage in sinking funds at the end of 1917 of $3,641,769, only fourteen places having their accounts complete.

With respect to tax arrears, Mr. Baird reports that in the case of the cities, these amounted to $10,642,651 at December 31, 1917, while in addition tax-sale properties in the bands of the municipalities represented a value of $802,550. Nearly half the arrears belonged to Vancouver, with over $3,000,000 belonging to Victoria. Arrears in district municipalities were $3,037,476.

A statement of receipts for the year shows that of a total of $11,246,974, $9,340,932 was derived from taxes; $158,731 from trade licenses; $153,204 from liquor licenses; $824,259 from Government grant to schools, and $104,150 from fines and costs.

SIGNIFICANCE OF THE RISE IN VICTORY BONDS

Continued from page 1

rate are naturally out to increase their holdings.

That Victory bonds will move beyond the 5 per cent. rate, for the present at least, is not regarded as likely, in spite of the inducements, to buy occasioned by the income tax argument. Established on a 5 per cent. rate, they will have the effect of jacking up investments. It should now be possible for industrial concerns, which have perhaps been postponing their financing to a more favorable time, to float issues at more reasonable cost. There should likewise result a stronger demand for mortgages since the spread between the yield on Government bonds and first-class mortgages is now much greater than it has been for a long time. In short, all along the line the investment markets should reflect the improved position of the Government bonds.

The stock markets generally have adopted a rather buoyant tone which stand in somewhat sharp contrast with the uncertain and rather disquieting character of world news. It is the view of students of the situation that it is simply a case of discounting a favorable turn of events, which is confidently expected by market leaders. Money is becoming increasingly plentiful and there is a disposition to buy now on what may seem very attractive terms a few months hence. The situation is very well sized up by Hayden, Stone & Co. when they say: "Despite the rather pessimistic utterances of several prominent men, despite reduced dividends and falling commodity markets, stocks continue to rise. As a matter of fact the market has rarely given a more typical illustration of its function as a barometer in discounting forthcoming conditions, rather than reflecting current conditions, than it has in the last few months. For three months following the signing of the armistice we saw a liquidating and rather discouraged security market. This was in anticipation of the very industrial conditions that we now witness. Probably these conditions will continue some little time longer, but if this rise means anything it means that, in the opinion of those whose financial judgment is worth the most, we shall see a revival of business activity by early summer."

CHANGES DURING THE WEEK

	Last Feb. 27	Sales Mar. 6	Ch'ge
Ames, Holden, pref. ...	72¾	77½	+ 4¾
Can. Cottons, com.	68	70¾	+ 2¾
Dom. Canners, com.	37½	35½	— 2
Do., pref.	83½	84¾	+ 1¼
Dom. Textile, com.	104	107½	+ 3½
Maple Leaf Mill., com...	138	136½	— 1½
Mon. Knit., pref.	*78¼	82	+ 3¾
National Steel, com.	16	13½	— 2½
Penmans, com.	91¼	90	— 1¼
Tuckett Tobacco, pref...	81	85	+ 4
Wabasso Cotton	62	68	+ 6
Duluth-Superior	29	31	+ 2
Quebec Rly.	16½	19½	+ 3
Toronto Rails	50	46	— 4
Laurentide	206½	205¾	— ¾

*No sales this week.

WEALTH OF THE NORTH

Rich Resources of Oil, Coal, Gas and Power

OTTAWA.—In the report of the Department of the Interior for the period ending March 31, 1918 there is an immense quantity of interesting material with regard to the undeveloped natural resources of the West in fuels, minerals, water power, natural gas, timber and game. Incidentally we are told as well that the total land sales of Government lands granted to railway companies and to the Hudson's Bay Company amount to 22,427,496 acres for $176,280,548. Of these sales the Canadian Pacific Railway Company stands easily foremost with sales of 12,764,667 acres for $103,127,565 and the Hudson's Bay Company second with the sale of 2,770,494 acres for $30,058,472.

Short Term Securities
Bought
Sold
Quoted
J. F. STEWART & CO.
106 BAY STREET
TORONTO
Telephone Adelaide 2991.

PENMANS LIMITED

Corporate Office, Montreal, Que. General Offices, Paris, Ont.

ANNUAL REPORT

FOR THE YEAR ENDING DECEMBER 31, 1918

Submitted at the Thirteenth Annual Meeting Held on the Third Day of March, 1919

DIRECTORS' REPORT

Your Directors are pleased to submit to the Shareholders their Annual Report of the operations of the Company for the year ending 31st of December, 1918.

Sales for the year amounted to $8,648,382.63, an increase of $1,751,886.59 as compared with 1917.

The Net Profits, after providing for all cost of administration, payment of Bond Interest, and allowance for Depreciation on Plant, amount to $1,137,171.22, appropriated as follows:—

Preferred Stock Dividends	$ 64,500.00
Common Stock Dividends and Bonuses	161,295.00
Patriotic Contributions	13,907.11
War Tax	355,169.58
Transferred to Reserve Account	500,000.00
Amount carried forward	42,299.53
	$1,137,171.22

The Surplus of Liquid Assets over Liabilities has been increased during the year by $504,673.25, the active surplus now amounting to $3,154,235.50.

The Reserve Account and Surplus, as will be seen from the Balance Sheet, now amount to $3,350,167.46.

During the year the Common Stock Dividend was placed upon a 6% per annum basis, beginning with the Quarter ending 30th of April.

The Company subscribed for $200,000 of Canada's VICTORY LOAN BONDS and also made a number of contributions to various Patriotic Funds connected with the War, and a Resolution will be submitted to the Shareholders for approval of the Directors' action.

The Books and Accounts of the Company have been audited during the year by Mr. C. S. Scott, F.C.A., Hamilton, and his report is presented herewith.

Respectfully submitted,
C. B. GORDON,
President.

BOARD OF DIRECTORS, 1918-1919

President: Sir Charles Gordon, G.B.E.
Vice-President: R. B. Morrice
V. E. Mitchell, K.C., J. P. Black, H. B. MacDougall, J. R. Gordon, Wm. McMaster, John Baillie, J. N. Laing
I. Bonner, General Manager C. B. Robinson, Secretary-Treasurer
Stock Transfer Agents—Royal Trust Co., Montreal and Toronto
Bankers—The Bank of Montreal
Auditor—C. S. Scott, F.C.A., Hamilton

PROFIT AND LOSS ACCOUNT

For the Year Ending 31st December, 1918

Gross Profits for year ending 31st December, 1918		$1,953,643.50
Less Operating Expenses		595,312.10
		$1,353,331.40
DEDUCT—		
Interest on Bonds	$100,000.00	
Depreciation on Plant	121,160.18	
		221,160.18
Net Earnings for the year 1918		$1,137,171.22
Brought forward from 31st December, 1917		807,867.93
		$1,945,039.15
APPROPRIATION—		
To Four Quarterly Dividends of 1½% each on Preferred Stock	$ 64,500.00	
To one Quarterly Dividend of 1%, three Quarterly Dividends of 1½%, and two Bonuses of 1% each on Common Stock	161,295.00	
To Patriotic Contributions	13,907.11	
To War Tax	355,169.58	
Transferred to Reserve Account	500,000.00	
BALANCE FORWARD	850,167.46	
		$1,945,039.15

General Statement

As at the 31st December, 1918

ASSETS

FIXED—		
Comprising Real Estate, Buildings, Plant, Dwelling Houses, Water Powers, etc. (Less depreciation) ..		$ 3,163,577.36
Goodwill, Trade Marks, etc.		2,257,954.60
CURRENT—		
Cash on hand and in Bank	$ 48,654.12	
War Bonds	141,750.00	
Accounts Receivable	1,026,506.44	
Bills Receivable	6,784.60	
INVENTORY—		
Raw and Manufactured Stock	3,820,188.60	
TOTAL CURRENT ASSETS		5,043,883.76
		$10,465,415.72

Approved C. B. Gordon R. B. Morrice

LIABILITIES

CAPITAL STOCK—		
Authorized, Preferred	$1,500,000.00	
Common	2,500,000.00	
	$4,000,000.00	
Issued, Preferred	$1,075,000.00	
Common	2,150,600.00	
		$ 3,225,600.00
Reserve Account	2,500,000.00	
Surplus—Balance Profit and Loss Account	850,167.46	
		3,350,167.46
FIVE PER CENT. FIRST MORTGAGE BONDS—		
Due 1st November, 1926		2,000,000.00
CURRENT LIABILITIES—		
Unclaimed Dividends	$ 163.10	
Accounts Payable	117,773.56	
Wages	10,537.42	
Bills Payable	61,174.18	
Bank Advances	1,700,000.00	
TOTAL CURRENT LIABILITIES		1,889,648.26
		$10,465,415.72

INDIRECT LIABILITIES
Customers' Paper under Discount $36,758.11

I have examined the books, vouchers and securities of Penmans Limited, for the year ended 31st December, 1918, and have obtained all the information and explanations I have required; and in my opinion the Balance Sheet referred to in the Report is properly drawn up so as to exhibit a true and correct view of the state of the Company's affairs, according to the best of my information and the explanations given me, and as shown by Books of the Company.

C. S. SCOTT, F.C.A., Auditor.

Spectator Building, Hamilton, Ont., February 1st, 1919.

WEEKLY RECORD OF GOVERNMENT AND MUNICIPAL BOND SALES

Date.	Place and Purpose	Purchaser	Rate	Term	Amount	Price	Basis
Feb. 22	Kamsack, Sask.	Goldman & Co.	...	......	$ 10,700	.....	....
Feb. 22	Saskatchewan, schools	Various (see list above)	...	......	4,000	.....	....
Feb. 22	Saskatchewan, phones	Various (see list above)	...	......	12,900	.....	....
Feb. 21	Alberta Schools	Various (see list above)	7%	var.	17,300	.....	....
Feb. 27	Burlington, Ont.	R. C. Matthews & Co.	6%	30-ins.	30,000	103.25	5.68%
Feb. 27	London Township	Canada Bond Corporation	6%	20-	7,500	103.15	....
Mar. 3	British Columbia prov.	Dominion Sec. and Wood, Gundy	5½%	20-	3,000,000	99.82	5.57%
Mar. 8	Ancaster Township	Brent, Noxon and Turner, Spragge	6%	20-ins.	17,000	.....	....
Mar. 8	Manitoba [illegible]	H. J. Birkett & Co.	7%	15-ins.	6,000	.....	....

The Keystone of the Arch

Nothing known in building is stronger than the arch—the symbol of the mutual principle in life insurance. The centre of the arch is the keystone—and "The Keystone of a Life Insurance Organization," says W. O. Chapman, "is Management." The three leading constituents in good management are INTEGRITY, ECONOMY and EFFICIENCY. It is well known that the secret of the extraordinary success of the Mutual Life of Canada has been the rigid adherence of managers and directors through fifty years of history to these essential things. It is due to these that in spite of more than four years of devastating war, followed by a blighting pestilence, with the immense losses entailed, yet the strength of the Mutual Life of Canada is unshaken. The keystone ensures the solidity of the organization, and there is no other better qualified to defy the tooth of time than—

THE MUTUAL LIFE ASSURANCE COMPANY OF CANADA
WATERLOO : : ONTARIO

SOLID GROWTH

Up-to-date business methods, backed by an unbroken record of fair-dealing with its policyholders, have achieved for the Sun Life of Canada a phenomenal growth.

Assurances in Force have more than doubled in the past seven years, and have more than trebled in the past eleven years.

To-day they exceed by far those of any Canadian life assurance company.

SUN LIFE ASSURANCE COMPANY OF CANADA
HEAD OFFICE—MONTREAL

THE
STERLING TRUSTS CORPORATION

Increasvd Revenue From Real Estate
is reasonably assured by placing it in the Management of Our Real Estate Department.
Write for booklet "Your Property Income."
10 AND 12 KING STREET EAST

HEAD OFFICE—TORONTO

THE
CANADA NATIONAL FIRE INSURANCE COMPANY

HEAD OFFICE: WINNIPEG, MAN.

TOTAL ASSETS $2,387,634.14

A Canadian Company Investing its Funds in Canada

APPLICATION FOR AGENCIES INVITED

The Independent Order of Foresters

Furnishes a Complete System of Insurance

Policies issued by the Society are for the protection of your Family and cannot be bought, sold or pledged.

Benefits are payable to the Beneficiary in case of death, or to the member in case of his total disability, or to the member on attaining seventy years of age.

Policies issued from $500 to $5,000. For further information and literature, apply to

Benefits Paid 63 Million Dollars

FRED J. DARCH, Secretary — W. H. HUNTER, President — S. H. PIPE, F.A.S., A.I.A., Actuary
HEAD OFFICE - - - TORONTO

$5\frac{1}{2}$ INTEREST RETURN

INVEST YOUR SAVINGS
In a $5\frac{1}{2}$% DEBENTURE of
The Great West Permanent Loan Co

SECURITY

Paid-up Capital $2,412,566.31
Reserves 756,580.13
Assets 7,168,537.29

HEAD OFFICE, WINNIPEG
BRANCHES: Toronto, Regina, Calgary, Edmonton, Vancouver, Victoria, Edinburgh, Scotland.

These Questions Affect *YOU* Can You Answer Them?

1. Will the ending of the war help or hurt the price of such stocks as Baldwin, Bethlehem Steel, Midvale, etc.?
2. Are the coppers "peace" stocks or "war" stocks? What class do the automobile stocks come in? The oils?
3. Among the rails, are the standard dividend-payers or the low priced non-dividend payers the thing to buy?
4. As the war draws to its end, what is likely to be the course of interest rates? How will that affect the price of bonds?
5. Which are the best bonds to hold—the high-income producers or the old line investment issues?
6. Are short term notes or long term bonds the better proposition at present?
7. Does the putting into effect of the new tax law mean a general reduction in industrial dividends?
8. Can the stock market rise in the face of the tight money situation?
9. New influences on security prices are beginning to become operative. Do you know how to go about adjusting your investments so that you will be helped and not hurt?

Questions such as the above are intelligently discussed and definitely answered in every issue of *The Investment Weekly*. Can you afford to be without it?

Send for circular No. 6 and free sample copy or, better yet, send one dollar for ten weeks' trial subscription.

THE INVESTMENT WEEKLY
42 BROADWAY NEW YORK

INVESTORS' INSURANCE NOTES

INFLUENZA COST SUN LIFE MORE THAN $1,000,000

While War Claims in 1918 Amounted to $797,509

ASSETS OF $97,620,378

Gain of $7,460,204 During the Past Year—The Total Assurance Exceeds $340,809,656

One of the most philosophic reports of the year to date comes from the Sun Life Assurance Company, and was presented to the shareholders at the annual meeting this week. A statement had been made that the total claims due to the war amounted to $2,507,578, of which $797,509 fell during 1918. Then came the announcement that "the recent influenza epidemic has, in addition, called for payments of $1,016,242 up to the end of the year. From the standpoint of the company these are unfavorable features, but from the standpoint of the public they mean that in these times, when death had invaded so large a proportion of the families of the land, the company has sheltered and helped an increased number of widows and orphans of its policyholders, thus fulfilling its beneficent mission to a greater extent than ever previously."

Assets Nearly $100,000,000

If conditions often are responsible for the mental attitude of companies as well as individuals, the broad-minded expression given above may have been in part induced by the very prosperous condition in which this company continues to find itself. For the first time in the history of the company the amount of new policies, issued and paid for, exceeds $50,000,000, the actual figures being 23,055 policies for $51,591,392 as was reported briefly a few weeks ago. A new source of pride rests in the increasing assets, which gained by $7,460,204 during the year and now amount to $97,620,378. To the policyholders there was distributed profits amounting to $1,546,607, and there remains an undivided net surplus over all liabilities and capital stock of $8,027,378. As the paid-up capital stock amounts to only $475,000, the surplus over all liabilities except this amounts to $8,502,378. It is pointed out, also, that according to the Government standard the position of the company may be expressed even more favorably, as the net surplus, under Government standard, over all liabilities, including capital stock, is $9,069,833.

$340,000,000 Assurance

The assurances now in force stand at $340,809,656, an increase of $28,938,710 during the year. So far as income is concerned all records are far out-distanced, the total of $21,651,099 showing an increase of $2,362,102 over the year 1917.

The following comparison shows some of the outstanding features in which the company's records ran well ahead of the previous year:

	1918	1917
New policies	23,055	22,895
New policies, amt.	$51,591,392	$47,811,567
Incr. for 1918	3,779,824	....
Incr. '17 over '16	....	5,039,270
Total ins. in force	340,809,656	311,870,946
Incr. for 1918	28,938,710	....
Income	21,651,099	19,288,997
Incr. for '18	2,362,102	....
Paid for claims	9,768,564	8,840,245
Incr. for 1918	928,319	....
Assets	97,620,378	90,160,174
Incr. for year	7,460,204	7,211,178
Prof. for pol. hol.	1,546,607	1,560,389
Net surplus	$ 8,027,378	$8,550,761

Following is a comparison of the statement of accounts for the past two years:

Income and Disbursements

	1918	1919
Life Prem new—	$ 2,427,481	$ 2,138,864
Do., renewals	12,149,568	10,800,105
Do., single	502,608	434,461
Total prems.	$15,079,657	$13,373,430
Thrift prems.	44,783	49,719
Annuities	1,847,015	1,172,273
Accident	32	32
Total	$16,471,487	$14,595,453
Net inc. rents, etc.	5,138,914	4,663,108
Reassurances	56,233	62,346
Divids. on dep.	534	....
Misc. rects., etc.	89,925	92,076
Sale of secs. pro.	6,472	....
Total income	$21,651,100	$19,288,998
Disbursements	13,979,418	12,337,200
Excess income	$ 7,671,687	$ 6,951,998

The following points in connection with the company's general policy are worthy of quotation from the report:

"The directors consider that the abnormally heavy demands which have fallen on the company in common with all other offices, and the uncertainty of the immediate future, call for continued conservatism and caution in the matter of dividing profits, and in this view we feel sure our policyholders will heartily concur.

"It has been the policy of the management since the outbreak of the war to use the company's funds to assist the Government by purchasing war bonds to the utmost degree possible, and our policyholders can have the satisfaction of knowing that their company has been able to take a leading part in the flotation of the last Victory Loan, as it has done with all the preceding war issues."

Directors Elected

At the meeting of shareholders, Robert Adair was chosen a member of the board to succeed the late George E. Drummond. The others members re-elected were: T. B. Macaulay, president; S. N. Ewing, vice-president; W. M. Birks, Hon. Senator Dandurand, J. R. Dougall, Sir Herbert Holt, C. R. Hosmer, J. McKergow, A. Kingman, Dr. H. R. Macaulay and John R. Ross.

ENLARGED BUSINESS FOR SECURITY LIFE

Company Wrote More New Insurance and Increased Its Income and Assets

During 1918 the Security Life Insurance Co. of Canada experienced much the same conditions as those encountered by other life insurance companies whose reports have already been subject of comment in these columns. That is to say the company increased its business in force materially, enlarged its income and added to its assets, while, had it not been for the extra mortality, the results of the year's business would have been entirely to the good.

The application for new insurance received totaled $677,850. New policies issued were $560,750 and business in force increased from $1,381,050 to $1,656,487. From premiums the company derived an income of $41,394 and from investments $5,152, these figures comparing with $31,202 and $4,989 for 1917, an increase of over $10,000. There was also taken in on capital account the sum of $35,736, it being necessary, as pointed out by Sir Henry Pellatt, the president, to make a call of 10 per cent. on subscribed capital stock to compensate for the unusual amount of death claims. These items combined gave the company total cash receipts of $82,837, which were much more than sufficient to meet all charges.

There was paid out on account of death claims $25,550 net, this being $15,550 more than the amount paid in 1917. The actual mortality experienced was $52,350, of which $46,200 was due to the influenza. It is a tribute to the promptness with which the company has met its claims that, while gross payments amounted to $48,350, only $5,800 claims were unadjusted at the end of the year. The total expenses of management were $32,705, which is an increase of only $189.64 for the year. As a matter of fact expenses were actually $8,135 less than in 1916 and $15,716 less than in 1915, which testifies to the care with which the business is being handled.

Total assets are reported to amount to $156,661, an increase of upwards of $36,000. Of these the largest item is bonds and debentures, which have a par value of $126,084 and a book value of $118,036. This represents an increase for the year of $15,500. The net re-insurance reserve has been expanded from $80,259 to $106,988. After providing for all other liabilities, excluding paid-up capital, there remains a surplus of assets of $38,033, which compares with $44,556 a year ago. The paid-up capital has in the interval been increased from $134,874 to $167,089.

BUSINESS IN SASKATCHEWAN

What the Stock Companies Have Been Receiving and Paying

The Superintendent of Insurance of Saskatchewan has compiled statistics showing the amounts of money that have been paid to the stock companies for insurance during the years 1913-1917 and the losses paid by the companies in that period. In the department of fire insurance, the following are the results:

Year	Premiums Paid	Losses Paid	Rate of Loss to Premiums
1913..	$ 2,487,779.61	$1,271,083.65	52.14
1914..	2,428,480.20	1,177,817.54	48.50
1915..	2,175,206.79	940,649.18	43.24
1916..	2 246,606.13	899,854.62	40.05
1917..	2,838,386.78	1,066,174.86	37.55
	$12,126,459.51	$5,355,579.85	Average 44.30

Life insurance figures are as follows:

	Premiums Paid	Claims Paid
1913	$ 1,879,151.90	$ 220,543.64
1914	2,118,078.46	224,086.19
1915	2,232,452.10	343,659.21
1916	2,951,051.38	575,127.92
1917	3,787,423.27	708,501.06
	$13,068,157.11	$2,072,218.02

Hail insurance details complete the record:

	Premiums Paid	Claims Paid	Rates
1913 ...	$ 783,194.42	$ 485,305.79	61.96
1914 ...	747,838.68	173,443.44	23.19
1915 ...	1,363,001.66	438,619.37	32.18
1916 ...	1,417,853.21	1,872,408.75	132.06
1917 ...	2,409,7[illegible]	687,065.69	28.51

MORE PROGRESS BY THE WESTERN ASSURANCE CO.

Position of the Company Greatly Improved During 1918

GAIN IN SURPLUS

Only Small Sum Now Needed to Relieve Preferred Stock From Standing on the Bulwark of Reserve

Exceedingly encouraging to shareholders was the annual report, with its accompanying statement by the president, W. B. Meikle, which was presented at the annual meeting of the Western Assurance Company on Friday of last week. As pointed out by Dr. John Hoskin, K. C., the company has made wonderful progress since the disastrous effects of the San Francisco earthquake and the results of 1918 business have brought the resumption of the common dividend appreciably nearer. In fact Mr. Meikle made the statement that with a trading profit this year of at least $200,000 and other favorable factors, there would be sufficient funds to pay a dividend to the common stockholders.

There was a substantial increase for the year 1918 in the premium income of the fire department. This amounted to $3,213,537 net, comparing with $2,907,772 in 1917 and $2,338,452 in 1916. Fire losses for the year were $1,556,762 or very slightly less than in 1917. Expenses were somewhat greater but the credit balance of $370,306 showed up very favorably with the $236,765 earned in this department in 1917.

Marine Premiums Fell

As might have been expected the income from the marine department showed a falling-off. Premiums totalled $3,298,193 or roughly $1,000,000 less than the previous year. Losses were unusually large, totalling $2,905,347 and these with other expenses exceeded the premium income by $111,002. The fact, however, that the reduction in premiums has been accompanied by a reduction in the reserves for unearned premiums, means that the loss has been more than balanced. Mr. Meikle in referring to the business of the marine branch predicted lean times for a year or two.

The company's interest earnings have been growing steadily and from $133,989 in 1917 they have increased to $181,963 in 1918. This interest income, as Mr. Meikle points out, is now sufficient not only to pay the preference stockholders their dividend but to provide a 7½ per cent. dividend for the common stockholders and that without touching the underwriting profit on the business. Back dividends on the preference stock have now been fully paid up.

Adding the interest income to the balance to the credit of the year's operations in the fire and marine department, there results the sum of $441,268. Out of this amount $70,000 in dividends on the preference stock were paid; $928 was written off; $50,000 was added to the provision for taxes, etc., bringing this reserve up to $100,000 and a new reserve of $50,000 against possible future depreciation in securities was created.

	1917	1918
Fire Premiums	$2,907,772	$3,213,537
Marine prem.	4,232,714	3,298,194
Interest, etc.	133,989	181,963
Inc. in Sec.	......	121,661
	$7,274,476	$6,815,356
Fire Dept.	2,671,007	2,843,231
	$4,603,467	$3,972,125
Marine do.	3,960,040	3,409,196
	$ 643,429	$ 562,929
Pref. divs.	105,000	70,000
	$ 538,429	$ 492,929
Written off	49,481	928
	$ 488,948	$ 492,001
Reserves	......	100,000
	$ 488,948	$ 392,001
Balance forw.	$1,431,962	$1,920,911
Balance	$1,920,911	$2,312,911

How Assets Grew

Assets have expanded during the year from $6,393,588 to $7,157,538. Conspicuous among these are holdings of $1,596,909 in Government bonds, just double the amount at the end of 1917. Cash in bank and on hand totalled $1,875,321, while holdings of city, railroad and corporation bonds and stocks are of substantial proportions. There was written on to the value of securities the sum of $121,660.

The company shows as its principal outstanding liability the sum of $1,996,592 in unadjusted losses. Other

Continued on page 11

The Saskatchewan Life Insurance Company

HEAD OFFICE:
REGINA, SASKATCHEWAN

Synopsis of Financial Statement

REVENUE ACCOUNT

Receipts

Total Net Premium Income		$98,285.11
Interest on Investments		12,776.51
Shareholders Capital	$ 2,750.00	
Shareholders Premium on Capital	16,040.79	
		18,790.79
Miscellaneous		758.13
		$130,610.54

Payments

Paid Policy-Holders or Heirs	$13,395.20
Head Office Salaries and Expenses, Agency Salaries and Commissions, and all other expenses of management..	52,232.53
Organization Expenses	3,596.98
Balance to Investment Account	61,385.83
	$130,610.54

BALANCE SHEET

Assets

Mortgages on Real Estate	$ 71,785.41
Bonds and Debentures	145,538.01
Loans on Policies	2,847.55
Cash	23,791.32
Outstanding Premiums Net	13,161.51
Interest Due and Acrued	7,009.00
Furniture, Etc.	2,612.23
	$266,745.03

Liabilities

Reserves for Insurance and Annuities		$116,473.00
Death Claims awaiting proof		22,500.00
Investment Reserve and other Liabilities		5,394.87
Capital Stock	$99,910.00	
Surplus	22,467.16	122,377.16
		$266,745.03

Insurances Issued	$1,167,145.00
Insurances in Force	$2,845,834.00

Expenses—again show a material reduction.
Mortality—Influenza $24,413.00; all other causes $8,060.00.

YOUR OPPORTUNITY

It is not probable that Canada's Bonds will be again available in our lifetime on the present basis. While the opportunity lasts

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INVESTORS' INQUIRIES

DOME MINES

F.F., Prescott:—"Did Dome Mines ever pay a dividend? If so, when and how much?"

Dome Mines paid dividends in 1915, 1916 and 1917. It paid 5 per cent. or $200,000 on September 1 and December 1, 1915; March 1, June 1, September 1 and December 1, 1916 and March 1, 1917. On June 1, 1917 it paid a 2½ per cent. dividend. Since then no dividends have been paid.

KIRKLAND LAKE

Inquirer, Gravenhurst:—"Would you kindly advise whether the mill at Kirkland Lake Mines has yet started operations?"

Our advice from the company is to the effect that production has not yet commenced. There are still some details of the equipment to be completed and certain supplies to be obtained. While no date has been set for starting the mill, it is understood that it will not be long now before it is running.

RIORDON BONDS

Bank Manager, Ontario:—"Will you please advise me your opinion as to the investment value of Riordon Pulp & Paper Co., Limited, general mortgage 6 per cent. bonds, now being offered to the public. What does the word 'closed' before mortgage signify?"

We regard the investment value of these bonds favorably. The pulp and paper industry as you are aware is one of the great basic industries of the country and is unquestionably destined to play an important part in the industrial life of the country. Given good management, there is no reason to doubt the success of any well-established enterprise. So far as the Riordon Company is concerned it ranks high among Canadian companies in the matter of sound administration and should have a successful future. In any case the security behind the bonds is ample to cover the obligation.

The word "closed" in connection with the description of the bonds signifies that no more first mortgage bonds can be issued against the security specified. The limitation of the liability enhances the value of the bonds.

QUEBEC RAILWAY

——, Mont Joli, Que.:—"I have 100 shares of the Quebec Railway, Light, Heat & Power Company, bought in the spring of 1917, which cost me now with interest, $3,000. Being not able to keep that stock further than next spring will you kindly tell me if I can gain something by waiting, or if I had better sell now."

A reply was sent at once to this inquiry advising the writer to hold his stock to see if the coming sale of the Quebec-Saguenay Railway to the Dominion Government might not improve the position of the stock. This sale went through this week, and the Government is making its first payment of a total of $3,489,313 to the company for the road. This payment takes the form of withdrawing the bonds that were issued in Paris against the road, and thus the saving in interest on these bonds will net the company about $200,000 a year, or 2 per cent. on the common stock of the company. In addition as was mentioned in THE FINANCIAL POST last week, there will be a payment of interest that may run over $300,000, covering the period from the time negotiations for the road first resulted in an agreement.

The appointment of Lorne C. Webster as president of the company appears to have made a good impression and the addition of Senator Lesperance to the Board as vice-president also adds to the strength of the company with the public. In the last few days the position of the stock in the market has gained distinctly, some three points, and now we believe that it will pay inquirer to hold this stock still longer awaiting the next turn of events in the company's history. During the war all electric roads have been at a disadvantage with the increasing costs of operation, and the new rates the company secured from the city will mean a considerable improvement in the net earnings this year.

ASBESTOS CORPORATION

Prescott.—"Give me any possible information about Asbestos Corporation as an investment for steady dividends. Do you think this company will make good in the future?"

Inquiries regarding Asbestos Corporation indicates that this concern will reasonably continue its dividends and will be a safe investment. It is true that during the war the price of asbestos rose two or three times what it was in 1914 and that the demand for military purposes enabled the company to make much larger profits from percentage standpoint than could have been done in normal times and larger profits proportionately than may be made in the future with an equal output. Two points must be considered. One is whether the company will be able to continue its business in times of peace and the other is the extent to which the large profits during the past year have placed it on a firm financial footing.

As to the first point information from the company indicates that there will be little decline in the demand for asbestos in the future. We have been informed that half the output for 1919 has been taken by Japan which is a new customer of the company. This would indicate that the output for 1919 will be at least as large as in 1918.

You will have noticed that the preferred stock increased its dividend from 4 to 5 and then to 6 per cent. last year and that a first payment of 5 per cent. was made on the common stock. After the common stock pays 5 per cent. the preferred must share in all increases equally. There will always be 1 per cent. difference in the rate paid on the common and the preferred and although the difference of 16 points or 17 points between the two gives a higher percentage of yield on the common than the preferred, we would still look upon the preferred as a more favorable investment.

GENESEE MINING CO.

Inquirer, New York:—"Would you kindly inform us what is going on at the Genesee property in Cobalt?"

The Genesee property is located about a mile north of the town of Cobalt, not far from the Hudson Bay Mine. This part of the camp was heavily covered with overburdens but as the formation seemed right, it seemed reasonable to expect to find some productive veins. Work has been continuously prosecuted for some time with a small force and the work that is being done at present is all confined to the 500-foot level. Several narrow calcite veins have been cut, some carrying low values in silver, but none high. Work is now being pushed over to the west in the hope of encountering ore and in doing so a large flow of water has been met.

LAKE SHORE MINES

Inquirer, Gravenhurst:—"Please give me what information you can about Lake Mines—location, extent, capital, dividend rate, output and general prospects?"

The Lake Shore Mines are located in the Kirkland Lake camp in Northern Ontario. The property comprises 160 acres. The company is capitalized at $2,000,000 and all shares are issued. The mill has a capacity of 60 tons per day and during the months of November, December and January production averaged $45,000 per month. Two dividends at the rate of 2½ per cent. have already been paid and a third dividend at the same rate will probably be paid this month. This calls for $50,000 per quarter. While paying at the rate of 10 per cent. per annum, the company is not on a regular dividend basis as yet, though if the present rate of production is maintained, there is no doubt that payment can be continued. There is no word of any early extension to the mill, though it is stated that this could be undertaken without much expense. The company is doing a fair amount of development work with satisfactory results. No report on ore reserves has been issued.

UNLISTED BONDS AND STOCKS

The latest quotations on any unlisted security furnished free on request. We specialize in unlisted bonds and stocks, and will be pleased to furnish free quotations, bids or offerings.

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CURRENT OPINION

Under this heading are published, for the information of our readers, the views of leading newspapers and individuals.

Their reproduction does not imply their endorsement. On the contrary, the investigations of THE POST'S editors often lead to entirely different conclusions from those quoted below.

A SERIOUS QUESTION
Washington *Star*

The theory of Government ownership makes no strong appeal to banking interests. A prominent banker discussing that question said:

"There are two supreme and irrefutable objections to public ownership—politics and the universal disregard of interest, sinking funds, depreciation and renewal of requirements. The general plan in Government ownership has been to consider only gross and net earnings, and if the gross earnings exceeded operating expenses, the operators felicitated themselves that they were making or saving money. When it comes to interest on securities issued by the municipality to purchase public utilities, that, of course, goes into the public levy, and when it comes to renewals, the most natural thing in the world is to sell more bonds. This has been the general process in municipal ownership. The Government could no more keep politics out of Government-owned railroads than it can out of the Postoffice Department or any other Government service, and we are all satisfied that private ownership can give better and cheaper service than can any ownership and operation by the Government."

THE LURE OF THE PROMOTER
The Magazine of Wall Street

The Mike Henry Oil Co. may be all right, but the promotion methods seem to be all wrong. The sponsors tell us:

"We want a cluster of lucky men. Things are ripe for a hog-killing. You have a chance to pay $250 for 2,000 shares that may net you $2,500 a year for the rest of your normal life."

Let the writer inform the reader and the Mike Henry Oil Co. that we all want a cluster of lucky men, but that it is a fantastic exaggeration of every law of average luck, or chance, to hint even remotely at possible profits of around $50,000 on an investment of $250 in a penny oil stock. An income of $2,500 a year would require $50,000 to be invested at 5 per cent. in safe bonds. The statistical promoter in this case hints at such a possibility "for the rest of your natural life."

CANADA A DUMPING GROUND
Canadian *Gazette*

"Lost two commissions: Colonel's son sent to Canada to make good." These are the headlines given by a London journal to the report of the trial of a mining engineer who pleaded guilty to frauds committed after he had left the army. The clipping is sent to us by an indignant Canadian reader, who asks: "Is this the sort of return Canada is to receive for the heroism and devotion of her sons in this war—to be made a dumping-ground for Englishmen gone wrong?" Our correspondent is hasty. It is true that the accused was the son of a colonel in the British Army, but he seems to have been 13 or 14 years in Canada as a mining engineer; he joined the Canadian Engineers in November, 1914, as a private, and subsequently held a commission in the Canadian Army in France, and as a Canadian soldier was gassed and blown up by a shell. We have often protested against the use of Canada as a dumping-ground for English ne'er-do-wells, and the use has now, we believe, ceased; but this does not seem to be a case of that kind.

PULPWOOD CONSUMPTION
Simcoe *Reformer*

Every hour, day and night, seven days in the week, an average of more than 1,000,000 copies of newspapers are printed in the United States. There is a daily paper issued for every four persons in the country.—Philadelphia *Telegraph*.

We have no means of verifying these stupendous figures, but in view of the fact that the daily press of the United States has practically swept the pulpwood resources of that country out of existence in a short generation, they need not be disputed. The essential question now is: Are these same gentlemen to be permitted to have an unlimited fling at Canadian sources of supply or will our Government take a hand in the play and insist that the use of newsprint be brought within the limits of decency and common sense?

FOR THE INVESTOR
Quebec *Telegraph*

Sir Lomer Gouin's explanation of the Government measure relating to corporations contains among other things the statement of the Government's intention to protect the public from doubtful and fraudulent promotions. This is a matter of the utmost importance. If Government regulation is made so strict that a permit to a corporation will be equivalent to a certificate of character from the administration, the difficulty of mobilizing our capital for industry will be largely obviated. It is not scarcity of capital which makes it hard to procure investors. It is the timidity of capital. The investor has little guarantee that he is not being taken in by a wily promoter, as conditions now are. Therefore, he refuses to invest. These conditions cry out for change.

HEATON'S ANNUAL

The fifteenth edition of Heaton's Annual—Commercial Handbook of Canada—has been received. The clear cut commercial maps of each province are new and greatly add to the value of the descriptions of towns. A very complete educational guide with illustrated announcements of the leading universities and schools of Canada is interesting and valuable; but this edition is chiefly remarkable for the section on natural resources. This is a veritable, up-to-date encyclopedia of the natural resources of the Dominion, covering agriculture, fisheries, forests, products, fur trade, mining and water powers, with cross references to the special Government publications from which complete information can be obtained. This section alone is worth the price of the book. A chapter on the war record of Canada will be useful for all time. Heaton's Annual is known as the standard authority on the customs tariff and regulations. This has been brought up to date with the other old features: official directory, postal information, insurance directory, shippers' guide, etc. There is a valuable set of exchange and commercial tables at the end of the book. The clear side headings and alphabetical arrangements make this a perfect book of reference.

Victory Bonds

(*all issues*)
1922-1923-1927-1933-1937

Bought—Sold—Quoted

GREENSHIELDS & CO.
Members Montreal Stock Exchange
Dealers in Canadian Bond Issues
17 St. John Street, Montreal
Central Chambers, Ottawa

BULL IN A BANK

A real bull consigned to a real downtown New York bank, temporarily, anyway, eclipses the bull which got into the china shop, the story-books, and the police records on a charge of disorderly conduct. Moreover, what is an efficient receiving teller to do when a 2,600-pound bull comes in for deposit or to be carried on memorandum or something of the sort? Just this problem came up to-day in the Chemical National Bank when His Majesty, four years old, purchased for Edmund H. Taylor, jr., proprietor of Hereford Farms, Woodford County, Ky., from Major Robinson, of Lynhales, Herefordshire, England, arrived.

The bull was shipped direct to the Chemical National Bank, constituting, probably, the first transaction of this nature ever carried out in America. All the financial arrangements were attended to by cable, through the foreign department of the bank.

His Majesty arrived on the steamship Manhattan. Whether the bank is going to pasture the bull in City Hall Park is not known.—New York *Evening Post*.

Thomas W. Gregory, retiring U.S. Attorney-General, will accompany President Wilson to Paris as general adviser and assistant at Peace Conference.

STANDARD RELIANCE MORTGAGE CORPORATION

In addressing the shareholders at the Annual Meeting, Mr. N. H. Stevens, who presided, reported that after payment of the usual dividend of seven per cent., interest on debentures, and other charges, there remained a balance of $12,990.64 to carry forward. The debentures increased during the year $161,821.48, while deposits had fallen off $144,396.38 owing to Victory Loan withdrawals. The total assets increased $87,419.72.

Balance Sheet as at 31st December, 1918.

ASSETS.

Mortgage Loans with Accrued Interest.	$7,028,708.08	
Real Estate, acquired under foreclosure	233,087.34	
Stocks, Bonds and Debentures, owned ..	418,111.10	
Loans on Stocks, Bonds and Debentures	44,423.43	
Sundry Investments	23,124.88	
		$7,747,454.83
Branch Office Premises, held in fee	$ 20,800.00	
Former Office Premises	277,079.90	
Office Furniture and Other Equipment, Head Office and Branches	10,101.69	
		307,981.59
Agents' Balances and Accounts Receivable	$ 5,491.76	
Accrued Rentals	6,065.23	
War Loan and Municipal Bonds, Bank and Railroad Stocks, etc.	297,927.85	
Cash on Hand and in Banks	159,063.54	
		468,548.38
		$8,523,984.80

LIABILITIES.

To the Public—			
Debentures with Accrued Interest	$3,972,482.81		
Deposits with Accrued Interest	898,183.60		
Deposit Receipts payable on certain fixed dates and upon ninety days' notice	193,847.59		
		$5,064,514.00	
Mortgages Assumed	$ 33,360.00		
Dividend payable January 2nd, 1919	92,185.50		
		125,545.50	
Total to the Public			$5,190,059.50
To the Shareholders—			
Capital Stock Subscribed ..	$2,644,020.00		
Less Unpaid thereon	33,085.34		
		$2,610,934.66	
Surplus Funds—			
Reserve Fund	$ 650,000.00		
Contingent Fund	60,000.00		
Loss and Gain Balance forward	12,990.64		
		722,990.64	
Total to the Shareholders			3,333,925.30
			$8,523,984.80

We have audited the books and accounts of the Standard Reliance Mortgage Corporation for the year ending 31st December, 1918, and have verified the Cash and Bank Balances and Securities, and we hereby certify that, in our opinion, the above Balance Sheet exhibits a true and correct view of the affairs of the Corporation as shown by its books as of that date. Our requirements as Auditors have been complied with.

A. C. NEFF, F.C.A.
LAWSON, WELCH & CAMPBELL, C.A.
Chartered Accountants.

Directors

The following Directors were elected for the ensuing year, Mr. Grant being elected to take the place of the late E. F. B. Johnston, K.C.

W. J. FAWCETT	JAMES GUNN	MORDEN NEILSON	REV. G. I. TAYLOR, M.A.
JOHN FIRSTBROOK	DAVID KEMP	DAVID RATZ	HERBERT WADDINGTON
R. H. GREENE	E. C. McNALLY	N. H. STEVENS	GIDEON GRANT

At a subsequent meeting of the Board Mr. N. H. Stevens was re-elected President; Mr. John Firstbrook, Vice-President; Mr. Herbert Waddington, Managing Director, for the ensuing year.

HEAD OFFICE :: :: :: 10-12 KING STREET EAST, TORONTO

[illegible] OR BOOKLET "PROFITS FROM SAVINGS"

CANADIAN STOCKS

Quotations of listed Securities on the Montreal and Toronto Stock Exchange, with prices at closing on Mar. 7. In stocks listed on both Exchanges prices quoted are those of the market in which a stock is the more active (Reserve Funds, Profit and Loss, include all Reserves except "Depreciation.")

BANKS

Capital Stock Outstanding	Reserve Fund	Profit and Loss	Net Earnings % 1917-18	Div. 1915	Div. 1916	Div. 1917-18	Last Dividend Date 1918-19	Rate	Yield to Feb. 27	BANKS	Range 1916 High	Low	Range 1917 High	Low	Range 1918 High	Low	Range 1919 to Feb. 27 High	Date	Low	Date	Close Mar. 7 1918 Ask	Bid	Close Mar. 6 Ask	Bid	Week ending Mar. 6 High	Low	Close	Sales	Montreal Minimum
4,866,666	3,017,333	428,844	13 70	7	7	8				British North America	112	110	112	112	165	112													112
15,000,000	15,000,000	1,444,812	19 00	10+2	10+2	10+2	1st Mar.	3	4.85	Commerce	203	183	188	182½	202	183¾	215	Jan. 9	201	Jan. 2	185		205		205	204	204	46	185
6,000,000	7,000,000	416,503	18 10	12	12	12	2nd Jan.	q. 3	5.58	Dominion	220	204	212½	202	209⅜	199	219	Jan. 20	210	Jan. 3			214	210	214½	214½	214½	3	202
3,000,000	3,300,000	232,421	19 95	12	12	12	1st Mar.	q. 3	4.48	Hamilton	197	246¾	192	184	188⅛	184	209	Jan. 15	183½	Feb. 26			185	184	185	183½	184	55	184
4,000,000	3,800,000	62,959	14 87	9	9	9	1st Mar.	q. 2¼	5.08	Hochelaga	149	145	145	140	143	140	148	Jan. 15	147	Jan. 13					147	147	147	121	140
7,000,000	7,000,000	1,204,942	16 92	12	12	12	1st Feb.	q. 3	5.82	Imperial	203	180	200⅛	185	202⅛	185	210	Jan 20	202½	Jan. 2	185				206	206	206	7	185
1,946,806	300,000	145,238	11 15	7	5	5	1st Mar.	q. 1¼	4.42	Home Bank																			
7,000,000	7,000,000	437,973	17 66	10	10	10	1st Feb.	q. 2½	5.78	Merchants	180	150	170	167	180	169	192	Feb. 1	180	Jan. 2					190	190	190	27	167
4,000,000	4,800,000	248,029	17 80	11	11	11	2nd Jan.	q. 2¾	5.64	Molsons	195	182	186	179½	179⅞	179⅜	200	Jan. 17	179⅛	Jan. 3			200		197	195	197	12	179⅞
16,000,000	16,000,000	1,901,613	16 01	10+2	10+2	10+2	1st Mar.	3	5.66	Montreal	240½	219	234	210	218⅛	210	216½	Jan 21	212	Feb. 5	210		213¾	213½	213⅝	212	212½	194	210
2,000,000	2,000,000	59,965	20 88	8	8	8	1st Feb.	q. 2¼	6.08	Nationale	134	134	149	134	148	148													148
6,500,000	12,000,000	749,694	21 70	14	14	14	2nd Jan.	q. 3½	5.18	Nova Scotia	261	254	257½	248½	251½	248	272	Jan. 29	255	Jan. 4	248		270	269	270	270	270	72	201
4,000,000	4,750,000	199,853	16 12	12	12	12	1st Mar.	q. 3	5.76	Ottawa	204	202	202	200	206	201	208	Feb. 1	203	Jan. 4									198
14,000,000	15,000,000	535,757	20 06	12	12	12	1st Mar.	q. 3	5.79	Royal	221¼	210	214	208	215	205	214	Jan. 2	205	Feb. 17				208½	208½	208	208½	238	208
3,500,000	4,500,000	227,326	19 91	13	13	13	1st Feb.	q. 3¼	6.13	Standard	221	211¼	215	200	208⅜	200	215	Jan. 13	209	Feb. 4	200		210		211	210	210	26	200
1,216,932	350,000	60,873	15 38	6	6	6	15th Feb.	q. 1½	6.12	Sterling																			
5,000,000	6,000,000	625,623	16 90	11	11	11	1st Mar.	q. 3	5.97	Toronto	215½	190	192	187½	193½	184½	205	Feb. 4	193	Jan. 6			201	200½	201	200½	200½	105	187
5,000,000	3,600,000	126,298	15 48	8+1	8+1	8+1	1st Mar.	q. 2½	6.25	Union	140	132	142	135	162	137	171	Jan. 7	157½	Feb. 20		144⅛	161	159	160	159½	160	16	136

TRANSPORTATION—RAILWAYS, NAVIGATION AND STREET CARS

Outstanding Common Stock	Outstanding Preferred	Bonds and Debentures	Reserve Funds Profit and Loss	Div. 1916	Div. 1917	Last Dividend Date	Rate	Yield	Name	1916 High	Low	1917 High	Low	1918 High	Low	1919 High	Date	Low	Date	Mar. 7 1918 Ask	Bid	Mar. 6 Ask	Bid	Week High	Low	Close	Sales	Montreal Minimum
27,450,000	8,483,500	50,867,325							Barcelona, T. L. and P.	17	19	17	8	15¼	8¾	13¼	Jan 10	10	Feb. 14			10¼	10	10⅛	10	10⅛	388	
106,417,800		7,500,000	5,190,986	4	1	1st Mar. 17	q. 1		Brazilian Traction L. and P.	62⅝	43	47¾	31¾	40	32	55	Jan 16	50	Feb. 4	35⅞	35¾	53		53⅞	51⅝	52¾	2,979	32
	10,000,000			6	6	1st Jan.	q. 1½		Brazilian Traction, Pref.																			
12,000,000		6,684,206	5,009,630						Canada Steamships Lines, Com.	45	16	45⅝	29¾	51	39¼	45⅞	Jan. 2	41½	Feb. 2	39⅞	39½	43⅛	43¼	44¾	43¾	41⅝	510	39¼
	12,500,000			5¼	19.83	2nd Jan.	q. 1¾	8.97	" " " Pref.	95½	89¾	93¾	71	80	72½	79¼	Jan. 22	77	Feb. 13	77	76⅛	77¼	78⅛	78	77¾	78⅛	748	72½
260,000,000	80,681,921	271,934,882	240,909,813	10	10	1st Jan.	q. 2½	6.13	Canadian Pacific Railway	182¾	163¾	167⅝	127¾	185	137¾	163½	Feb. 24	160	Jan. 9	146	144							
15,000,000		35,326,500	7,978,243	6¾	7¾	1st Mar.	q. 2	6.66	Detroit United	128½	69	128	104¾															102¾
3,500,000	1,500,000	3,500,000	622,620		2	2nd Jan.	s. 1	4.87	Duluth Superior Traction Co., Com.	49	37	51	40	42	41	29	Feb. 24	28	Feb. 21				29	31	31	31	4	41
12,331,000		4,562,000	1,726,008	3	3				Illinois Traction, Com.																			35
	7,289,500			6	6	2nd Jan.	q. 1½	7.50	Illinois Traction, Preferred	91	87¾	89	79	80	80	80	Feb. 1							80	80	80	4	80
20,000,000		16,381,333				1st Nov.'13	q. 1¾		Mexico Tramways Co.																			
25,206,800	12,603,400	87,369,600	19,911,878	7	7	15th Oct.	s. 3½		Minn., St. P. and S.S.M., com.																			
3,394,300		35,608,153	1,256,449	10	10	2nd Jan.	q. 2½	6.66	Montreal Tramways			181	144	150	150					150								150
9,000,000	4,465,500	14,075,000	2,428,908	5	5	15th Sept.	q. 1¼	6.84	Northern Ohio Traction																			
3,000,000		3,931,666	173,084			1st Oct. '14	p. 1		Porto Rico Railways Co., Com.	49½	30	42	30	37	25¼	35	Feb. 8	33	Feb. 6									
	1,000,000			7	7	1st Jan.	q. 1¾	8.75	" " " Pref.	30		80	80															
9,999,500		10,797,000	684,572			15th Jan.'12	q. 1 p		Quebec Railway L., Heat & P. Co.	45	14	35½	14¾	22⅛	15	19	Jan. 21	16½	Feb. 19	17	16	19½	19⅜	20	17	20	1,320	15
12,000,000		3,730,253	6,675,017	8	8	2nd Jan.	q. 1	8.00	Toronto Railway	111	72	90⅛	58½	63	58	55	Jan. 4	43¾	Feb. 14					48½	45	45	156	58
22,000,000	3,000,000	20,263,000	1,285,804	6	6	2nd Jan.	q. 1	8.00	Twin City, common	101	93⅜	95	53	65½	39½	50	Feb 21	39	Jan. 2	51	50½	51	49	50	50	50	22	
9,000,000		10,880,000	1,407,658			1st Jan.'16	q. 2½		Winnipeg Electric	110	90	81	36	48	48	48¾	Feb. 25	35	Jan. 16	48		49	48	49	48	49	91	48

TELEGRAPH, LIGHT AND POWER UTILITIES

Outstanding Common Stock	Outstanding Preferred	Bonds and Debentures	Reserve Funds Profit and Loss	Div. 1916	Div. 1917	Last Dividend Date	Rate	Yield	Name	1916 High	Low	1917 High	Low	1918 High	Low	1919 High	Date	Low	Date	Mar. 7 1918 Ask	Bid	Mar. 6 Ask	Bid	Week High	Low	Close	Sales	Montreal Minimum
18,000,000		11,149,000	2,286,556	8	8	15th Jan.	q. 2	6.15	Bell Telephone	152	140	150	129	132½	128	130	Jan. 2	129	Feb. 17		131	130	129	130	130	130	227	125
5,336,340				10	10	2nd Jan.	q. 2½	6.57	Consumers Gas	176	160	165⅛	147	153	144½	152	Feb. 14	150	Jan. 4	146⅛		152	151⅛	152	152	152	35	144½
1,900,000		2,999,813	177,747						Calgary Power																			
41,380,400			1,924,151	5	1½	2nd Jan.	q. 1½	7.77	Mackay, common	69¼	64⅛	90	70¾	79¼	72½	78⅛	Feb. 27	71½	Jan. 23	79	78	79	74⅜	79	78¼	78½	305	
	50,000,000			4	4	2nd Jan.	q. 1	6.06	" preferred	15	15	68	59	65⅜	56⅛	66	Feb. 20	64¼	Jan 28	63½	62½	66	65	66	65⅝	65⅞	47	
13,585,000	6,000,000	21,073,833	318,522			30th Dec.'13	q. 1		Mexican Light and Power Co., com.					20	18													
63,965,800			1,585,313		4	15th Feb.	q. 1	4.44	Montreal L., H. and Power Cons.			82⅞	67⅛	85½	68¾	90	Feb 17	84½	Feb. [illegible]	75	74	91	90¾	91	89	90¾	3,976	68¾
3,499,120		1,275,000	884,525	6	6	1st Jan.	q. 1½	7.50	Ottawa, Light, Heat and Power Co.	95¾	92	92	69¾	86	69	80¾	Jan. 30	75	Jan. 18				80	82	80	82	120	69½
15,000,000		12,878,761	2,992,348	7	7	10th Jan.	q. 1¾	5.03	Shawinigan Water and Power Co.	137	126¾	130½	107	118½	105	117¾	Feb. 15	114¾	Jan. 13	111	110⅞	116¾	115	116	115½	115½	618	107¼

INDUSTRIALS AND MISCELLANEOUS

Outstanding Common Stock	Outstanding Preferred	Bonds and Debentures	Reserve Funds Profit and Loss	Div. 1916	Div. 1917	Last Dividend Date	Rate	Yield	Name	1916 High	Low	1917 High	Low	1918 High	Low	1919 High	Date	Low	Date	Mar. 7 1918 Ask	Bid	Mar. 6 Ask	Bid	Week High	Low	Close	Sales	Montreal Minimum
5,000,000	1,000,000	5,953,200	632,047	1¾	7	2nd Jan.	1¾	10.76	Abitibi Power and Paper, com.			58½	48	51½	48	66	Feb. 27	48	Jan. 3				65⅛	67	55	67	460	48
6,514,000	7,895,200		525,402						Amer. Cyanamid, com.			30	19	35⅞	21													
3,500,000		1,563,666	507,408						Ames Holden McCready Co., com.	35	19½	23½	12	28	15	29	Jan. 17	26	Jan. 3					29½	28¾	28¾	85	15½
	2,500,000					1st July '14	q. 1¾	9.58	" " pref.	80½	52	61	47	72½	47	76¼	Jan. 22	65⅜	Jan. 2				76	77½	75	75	1,615	47¼
4,265,600				4	4	21st Feb.	q. 1¼	10.63	British Col. Fish, com.			56	35	51½	41	49	Jan. 6	47	Feb. 26	42		48	46	48	48	48	200	38½
7,000,000	2,000,000	1,452,000	607,100		5	7th Feb.	1¼	8.47	Brompton Pulp and Paper, com.			59	38	63¾	41½	61	Jan. 7	56	Feb. 3	45½	45			59½	58¾	59	135	39½
750,000			497,863	6	6	2nd Jan.	q. 1½	6.89	F. N. Burt Company, com.	88	72	82	65	75	63½	87	Feb. 26	71	Jan. 13			88	85	87	87	87	40	63
	1,975,200			7	7	2nd Jan.	q. 1¾	7.52	" " pref.	96	86	93½	86	90	77½	93	Feb. 26	90	Jan. 22			95	94	94	93½	94	89	84
2,500,000		3,750,000	153,523		2	2nd Jan. '17	2		Canada Bread, com.	30	16½	20	13	24⅛	16	23½	Jan. 11	18	Feb. 11			21	19½	21	20	20	57	
	1,250,000			7	7	2nd Jan.	q. 1¾	8.43	" pref.	90	87	86½	80	83¾	83¾	85	Jan. 18	83	Feb. 13			83½	83	83⅛	83	83	29	8
13,500,000		7,055,073	3,746,999	4½	6	10th Jan.	q. 1½	9.09	Canada Cement, com.	73	37¾	69⅞	52	69¾	56⅛	67	Feb. 27	63	Feb. 6	60	59⅞	69	68¾	71	66¾	68¾	7,496	55½
	10,500,000			7	7	16th Feb.	q. 1¾	7.14	" pref.	9	86	95¾	90	96	90	98⅛	Feb. 27	95	Jan. 2	90		100	99⅛	99½	98⅛	99½	160	90¼
4,963,700		5,385,603	3,340,063			2nd June '14	s. 2		Canadian Car and Foundry, com.	75	32	46½	17	38¼	18	32¾	Feb. 25	28	Jan. 2	24	22½	31	32	32½	32	32	15	18½
	7,500,000					10th Jan.	q. 1¾	7.95	" " pref.	94	1¾	89	49	91	49½	88	Feb. 25	82	Jan. 23	56	53½	88	87¼	88	85½	86½	185	49½
1,733,500		399,000	541,711		3	15th Feb.	q. 1¼	10.20	Canadian Converters	46	34	43	39	50	43	49½	Feb. 25	45	Feb. 6			50¼	50¼	56	49	50	869	43½
2,715,500		4,688,000	1,948,109	3	4	4th Jan.	q. 1½	8.82	Canadian Cottons, Limited, com.	65	39	56	46½	70	48½	68	Jan.	67	Feb 20	48½		72	71	72	68	72	1,61	48
	3,661,500			6	6	1st Jan.	q. 1½	7.89	Canadian Cottons, Limited, pref.	82½	75½	82	75	77	71	76¼	Feb. 18	76	Jan. 10					77	76	77	7	
92,600,000	1,500,000		1,340,439	3	9	15th Jan.	s. 3		Canadian Fairbanks-Morse, pref.																			
960,000		179,200	1,297,736	10+9	12+3	15th Feb.	q. 3	6.09	Canadian Foundries & Forgings, co	217	170	205	150	213	150	200	Feb. 18	191	Feb. 18									15
	960,000			7	7	15th Feb.	q. 1¾	7.21	" " pref	90	85	84	82	97	90	89½	Feb. 13											½
1 ,00,000		1,500,000	1,657,324		3	1st Jan.	q. 1½	9.37	Canadian Locomotive Co., com.	64½	51	64	52½	69⅛	58	63¾	Jan. 2	60	Feb. 20			63⅜	63	63¾	63	63	216	56½
	1,500,000			7	7	1st Jan.	q. 1¾	7.77	" " pref.	99	81	91½	83	90½	83	90½	Jan. 10	90	Jan. 14			91	89½	91	90	90	40	82½
2,805,500		9,500,000	4,305,934			15th Oct. '14			Can. Consolidated Rubber, com.	91	84	99¾	90	100	98													90
	3,000,000			7	7	31st Dec.	q. 1¾	7.14	" " pref.	97	91	99¾	95	98	97	98	Jan. 16	97	Feb. 7									97
8,000,000			4,466,293	8	8	2nd Jan.	q. 2	7.76	Canadian General Electric, com.	121	108	115⅛	99½	106	99½	104½	Jan. 8	102	Feb 13	105		104	103½	103½	103¾	103½	297	99½
	2,000,000			7	7	2nd Jan.	s. 3½	6.36	" " pref.	112	110	106	94½	110	100													
1,200,000		477,000	305,830						Carriage Factories, Limited, com.	44	29¾	25	9¼	17	15													15
	1,200,800					15th July '15	q. 1¾	10.00	" pref.	75	60																	58
565,000		61,612	90,802	4		1st Oct.'16	q. 2		City Dairy, com.	98	89	30	30	50	30	84	Feb. 18											30
	700,000			5¼		2nd Jan.	q. 1¾	8.33	" pref.	100½	92	70	60	87	60								85	85	85	85	2	60
6,500,000			3,025,307	8+12	9½+2	15th Feb.	q. 2	6.50	Dominion Bridge Co.	231½	160	170	125	128	123	123	Jan. 13											123
2,794,000		1,771,175	1,140,339			1st Apr.'14	q.		Dominion Canners, com.	22	15	26	19	43	40	39¼	Jan. 11	36	Jan. 17			36	35½	39⅞	35¼	35½	715	23¾
	2,290,600				7	2nd Jan.	q. 1¾	8.43	" pref.	65	61½	78	65	81	65	83¾	Feb. 13	76	Jan. 16	77		85½	85	84½	83	84½		58
37,097,700	7,000,000	21,206,777	15,562,286		4½	1st Jan.	q. 1½	9.83	Dominion Steel Corporation, com.	82	43	71¾	50¾	65	53	62½	Jan. 3	58¾	Feb. 3	60	59¾	60¼	59½	61¼	59¾	59¾	2,541	50¾
	5,000,000	13,861,880		7	7	1st Oct.	s. 3½	7.36	Dominion Iron and Steel, pref.	105	90	95	87½	98	88	95¼	Feb. 20	96½	Feb. 27	92	91¾		96	95½	95½	95½	82	88
15,000,000	3,000,000	6,162,000		7	7	1st Feb.	q. 1¾	7.21	Dominion Coal, pref.	99	93	96½	85	95	94¼	98	Feb 3	97	Feb. 19									94¼
5,000,000		3,267,500	2,189,194	6	7	2nd Jan.	q. 2	7.69	Dominion Textile, com.	90½	74½	89	76½	103½	80¾	104⅛	Feb. 25	100	Feb. 5	83¾	84½	107¾	107¼	108	104	107	1,421	80¾
	1,940,600			7	7	15th Jan.	q. 1¾	6.93	" pref.	105	101	105	99½	102	100	101½	Jan. 4	101	Jan. 1	101			103	102	102	102	20	100
2,250,500		1,150,000	520,221						Goodwins, Limited, com.	40	40			15	11	12¾	Feb 26	10	Feb. 5									
	1,750,000					2nd July '14	q. 1¾	15.55	" pref.	75	40	45	45	45	45	45	Jan. 11							60	60	60	25	45
747,500		236,000	1,141,337	6	6	2nd Jan.	q. 1½	6.00	Goulds Manufacturing Co., com.			100	100	100	100													100
	747,500			7	7	2nd Jan.	q. 1¾	7.00	" pref.			100	100	100	100													100
6,267,005	500,000		1,009,017						International Petroleum			15.30	11.60	20.50	13.60	23.00	Feb 21	19.25	Jan. 8					23.00	22.75	22.75	120	
40,000,000		8,294,000	4,541						Lake Superior Corporation			24	10¼															
2,100,000		900,000	831,883	8	8	1st Mar.	q. 3	7.52	Lake of Woods Milling Co., com.	136¾	122	130	120	169	120⅛	165	Jan. 14	159¾	Feb. 20			164		158	158	158	10	120½
	1,500,000			7	7	1st Mar.	q. 1¾	6.50	" pref.	129	116	116	116	110	100	106½	Jan. 16	106	Jan. 17									
9,600,000		620,615	2,425,548	8	10	2nd Jan.	q. 3	5.79	Laurentide Co.	217½	176	195	152	198	152	209½	Feb. 10	192	Jan. 10	154¾				206	205½	205¾	950	152
1,750,000	1,300,000	1,038,600	365,852		2	10th Jan.	2		Lyall Construction Co., com.	93	25	80	53	85⅛	63													62
3,000,000	1,766,800		190,908			30th June '13			A. Macdonald Co., com.	19½	10	15½	8	23	13⅛	25	Feb. 26	21½	Jan. 10	16	15¼	23¼	23	24	23½	23½	272	13½
2,500,000			2,072,508	9	22½	18th Jan.	q. 2½+1	7.35	Maple Leaf Milling, com.	122	100	115	90	140	91	139½	Feb. 2	121¾	Jan. 30	98		136		138	136½	136½	90	86
	2,500,000			7	7	18th Jan.	q. 1¾	7.07	" pref.	108	93	103	91¾	98⅛	91½	99	Feb. 25	96¼	Jan. 8	93½		100½	99¼	100	100	100	20	90¼
2,949,600		774,689	2,420,384	4	4	14th Dec.	q. 1	6.55	Montreal Cottons, Ltd., com.	63	50	58½	49	61	50	61½	Feb. 27	58⅜	Jan. 9	50			61⅛	61	61	61	20	50
	3,000,000			7	7	14th Dec.	q. 1¾	7.00	" " pref.	115	99	103	99	100	99½	100¼	Jan. 16	100	Jan. 17	99½				100	100	100	5	99½
1,275,000			527,504			1st Nov.'13	q. 1½		Monarch Knitting Co., com.	40	25½	40	30	46	39	50	Jan. 28						10	50	50	50	25	30
	750,000			7	7	1st Feb.	q. 1¾	8.97	" pref.	83	80	81	80	80½	75	80	Jan. 13	78	Jan. 6	80			82	82	82	82	10	73
2,000,000			2,331,209						National Steel Car, com.			21	5	10½	5	16	Feb. 27	5	Jan. 16	10		14	13¾	14½	13⅛	14	263	
	1,500,000			3½		15th Jan	q. 1¾	13.20	" pref.			78	17	40	20	55	Feb. 27	18	Jan. 14		31	52¼	51⅛	57	52	52¼	484	
15,000,000		11,211,823	3,730,092		5+20	15th Oct.	s. 2½	10.00	Nova Scotia Steel, com.	154¼	93¾	128	66	71½	63½	66	Jan. 6	49¾	Feb 11	66		51	50	50	48	50	63	63½
	1,000,000			12	8	2nd Jan.	q. 2	7.54	" " pref.	115	110	112	105	103	100	106	Feb. 12	105	Jan. 10									
2,500,000		2,350,000	3,830,592	8+4	10½15	2nd Jan.	q. 3	6.00	Ogilvie Flour, com.	152	127⅞	158	137	205	140	224¾	Jan. 11	200	Feb. 26									140
	2,000,000			7	7	1st Mar.	q. 1¾	6.36	" pref.	116	44½	115	107	111	100	110	Feb. 8	106	Jan. 13					110	110	110	24	
750,000		575,100	843,029						Ont. Steel Products, com.	45	19	34	18	35	22½	32½	Feb. 19	27¼	Jan. 4			32¾		29	29	29	50	22½
	750,000			5¼	7+1¾	15th Feb.	q. 1¾+½	8.97	" pref.	91½	73	74	74	78	73													
650,000			38,026	2	2	1st Jan.	s. 1	5.88	Pacific-Burt Co., com.	29	20	40	28	34	34													34
	650,000			7	7	1st Jan	q. 1¾	9.09	" pref.	83¾	77½	82	79	77¼	77½	77½	Feb. 18											77¾
600,000			644,594	8+3	8+5	16th Sept.	4+2	7.75	Paton Manufacturing Co.			130	124	124	124													124⅞
2,150,600	2,000,000		3,350,167	4+1	4+1	15th Feb.	q. 1½	6.89	Penmans, Limited, com.	78	60	73½	64	84	65	93	Feb. 27	77½	Jan. 4	75	74¼	95	92	94	90	90	1,752	65
	1,075,000			6	6	1st Feb.	q. 1½	7.05	" pref.	90	82	86	81¼	85½	81½	85½	Feb. 24	82¾	Feb. 5				83⅛	86	86	86	10	81⅞
5,000,000		5,923,764	2,220,239	6	6	2nd Jan.	2	4.21	Price Bros.	132	60⅛	134	115	151	120	190	Feb. 25	150	Jan. 10	12[illegible]	121							120½
4,500,000		2,036,600	1,851,813	3½+1	6+4	15th Feb.	q. 2½	8.26	Riordon Pulp and Paper, com.	150	59	127	106	123	117¼	123	Feb. 21	117¼	Jan. 2			121½	120	122½	120	120	100	114¾
	1,000,000			7	7	31st Dec.	q. 1¾	7.36	" pref.			95	90	97	92½	96	Feb. 4	94	Jan. 4					95	95	95	16	90½
1,500,000		437,000	503,082	6	1½	1st Apr.	q. 1½		William A. Rogers, Ltd., com.	99	85	80	40															50
	900,000			7	7	1st Jan.	q. 1¾	7.77	" " pref.	99	87	92	90															60
800,000			47,581		7	1st Aug.	q. 1¾	10.00	Russell Motor Car, com.	114	32	92	50	50⅞	55	70	Feb. 19	68	Feb. 19									50
	1,200,000			*	29¾	1st Feb.	q. 1¾	8.75	" pref.	139	66	122	72	91½	68¼	81	Feb. 26	70	Jan. 10	70								68¼
1,500,000		574,500	129,711						Sawyer-Massey Co., com.	30	20	24	8	13	10													
	1,500,000					2nd June '14	q. 1¾		" pref.	134½	58	41	40	40	40													40
4,000,000		1,873,200	1,746,698						Sherwin-Williams, com.	99½	53½	60	56	60	60	60	Jan. 3											60
	3,287,000			7	7	30th Dec.	q. 1¾	7.07	" " pref.	100	97½	100	98	100	99	99	Jan. 6			99				99	99	99	30	99
8,750,000			395,100	6+1	6+2	1st Jan.	q. 2	6.40	Shredded Wheat, com.	140½	102¼	137¾	112	112	100	125	Jan. 13											109½
	1,250,000			6	6	1st Jan.	q. 1½	6.74	" pref.	120	95	95	95	92	87	99	Jan. 13											
1,062,500		288,000	205,765		4				Smith Paper Mills, Com.			74½	66	65	65	65	Feb. 27											
	475,000				7	15th Jan.	q. 1¾	8.97	" Pref.					80	73¾	78	Feb. 26						78½	79	79	79	50	65
8,000,000		10,332,113	1,071,301						Spanish River Pulp Mills, com.	24¼	3½	19	12½	20	12¾	21	Feb. 27	17	Jan. 14	14		20½	19¾	21¼	20	20	1,9 6	50
	5,699,100					15th July'13	q. 1¾		" pref.	70	29	59¾	47	64¾	50	77½	Feb. 27	63½	Jan. 23			77½	77⅛	78	75¾	77	575	
11,500,000		8,766,147	12,458,762	4	6	1st Feb.	q. 1½	9.83	Steel Co. of Canada, com.	88¾	34¾	71½	47½	74¼	49¼	65½	Jan. 8	57½	Feb. 1	56½	55¾	60⅛	60	61¾	60¾	61¼	1,278	48
	6,496,300			10½	7	1st Feb.	q. 1¾	7.52	" pref.	107¼	82½	100½	84½	98	84	95	Jan. 6	93	Feb. 5	83	86	94	93½	94	93¾	93⅛	178	82¾
1,250,000	3,602,700	1,111,736	154,402			1st June '14	3½		Standard Chemical, pfd.					62	62½													
1,200,000		252,500	138,156			1st Feb.	1½+1	6.66	St. Lawrence Flour, com.					97¾	50	96	Jan. 2	90	Feb. 12		91			90	90	90	10	
	575,000					1st Feb.	1¾	8.75	" pref.			56	49	85	80	80	Feb. 8											55
650,000			149,379						Tooke Bros., com.	25	16	19	19	30	15													19
	985,000			8¾	8¾	13th Dec.	q. 1¾	9.72	" pref.	83	78	79	70	77	72¼	72¼	Feb. 4	70	Feb. 4					73	73	73	20	70½
750,000		500,000	254,089	5	6+4	2nd Jan.	s. 3	8.69	Toronto Paper Co.	96	44	90	72	72⅜	65	69	Feb. 11							69	68⅛	68½	35	65
2,500,000			337,933						Tuckett Tobacco, com.	25	23½	22½	17	24¼	18½	29¼	Feb. 24	22	Jan. 17			29½	28¼	29½	28	29	720	18½
	2,000,000			7		15th Jan.	q. 1¾	8.64	" pref.	90	75	83½	78	82½	72¾	81	Feb. 26	80	Jan 4			83	82	85	81	85	20	80
1,750,000		911,000	238,660			2nd Jan.	1½	9.67	Wabasso Cotton					61	21	62	Feb. 19	58	Jan. 2			68	67	67⅛	62½	67	238	
5,000,000		3,395,000	1,408,060						Wayagamack, com.			97	50	55	50	55	Jan. 2	50	Feb. 13			51	50	51	50	50	595	50
7,718,600		470,000	1,303,540		7	1st Mar.	q. 1¾		Woods Manufacturing Co., Ltd., com.	65	33	61	44	98	57¼	90	Feb. 11	86¼	Jan. 13	59								53¼
	1,546,500			15¾	7	1st Jan.	q. 1¾	8.13	" " pref.	101	84	86	80	86	83½													86

LOAN, INSURANCE AND FINANCIAL STOCKS AND MISCELLANEOUS

Common Stock outstanding	Deposits Preferred Stock or Debentures Outstanding and Int.	Reserve and Contingent P. & L.	Dividends 1917-18	Last Dividend Date	Per cent.	LOAN AND TRUST	Range for Year 1917 High	Low	Range for year 1918 High	Low	Latest Price Ask	Bid	Last Sale
1,205,090	3,847,080	1,337,989	9	2nd Jan.	q. 2¼	Canada Landed	160	150	148¾	140	150		140
6,000,000	19,626,287	5,672,509	10	2nd Jan.	q. 2½	Canada Permanent	173	162½	169½	162½	172		172
1,750,000	4,968,206	1,842,074	10	2nd Jan.	q. 2½	Central Canada					190		
20,000	2,981,290	427,213	6	2nd Jan.	s. 3	Col. Investment, pref.	77	63	69	63	74	81	81
934,876	1,092,651	271,556	5	2nd Jan.	s. 2½	Dominion Savings			76	75		82	81
2,412,566	2,221,508	827,258	5	1st July	Def.	Great West Per.							89½
1,200,000	2,091,322	1,228,940	8	2nd Jan.	s. 4	Hamilton Provident	142	137	133	121		135	133
2,500,000	12,299,412	3,323,337	12	2nd Jan.	q. 3	Huron and Erie	211	205	204	203		210	210
1,000,000	1,597,848	886,732	8	2nd Jan.	s. 4	Landed Banking	143	143	141	140		139	140
1,250,000	2,653,710	924,981	8	2nd Jan.	q. 2	London and Can. Loan	132	128½	126½	126½	126		126½
887,849	1,664,356	362,385	6+1	2nd Jan.	q. 1½+¼	London Loan and Sav.							
600,000	317,808	764,494	10+1	15th Dec.	q. 2½	Montreal L. & Mtg. Co.	165	162½	152				153
1,500,000	7,892,179	1,662,183	10	1st Jan.	q. 2½	National Trust	212	207½				210	207½
1,750,000	3,749,473	2,093,943	9	2nd Jan.	q. 2¼	Ont. Loan and Deb.	175	175				155	155
500,000	643,698	262,754	7	2nd Jan.	s. 3½	Real Estate Loan						145	
1,500,000	34,589,757	2,152,812	10+1	2nd Jan.	q. 2½+1	Toronto Gen. Trusts	215	200	204	199¾	207		204
724,550	1,773,183	659,449	8	2nd Jan.	q. 2	Toronto Mortgage Co.	140	136	134			134	134
1,000,000	1,912,673	1,134,604	10	2nd Jan.	q. 2½	Toronto Savings							185
1,000,000	11,157,301	494,065	7	2nd Jan.	q. 2	Union Trust							178
,000,000	49,964,980	7,463,612	15	2nd Jan.	q. 2	Canada Life Assurance							190

Common Stock Outstanding	Bonds, Preferred Stock or D'b'ntures Outstanding	Reserve and Contingent P. & L.	Dividend 1917	Last Dividend Date	Per cent.	MISCELLANEOUS COMPANIES	Range for year 1917 High	Low	Range for Year 1918 High	Low	Latest Price Ask	Bid
3,000,000		1,995,541		15th Jan.	1¼	Asbestos Corporation, com.	21	12	45	15	52½	
	7,000,000		6	15th Jan.	1½	" " pref	58	42	62¾	44½	68⅞	68
1,500,000		1,588,163	9	1st Jan.	s. 4	Canadian N. Prairie Lands						
800,000	390,000	451,006	8	1st Jan	q. 2	Canadian Salt	136	128	132	126		135
59,109		1,757,277	$5	23rd Dec.	$5	Can North-West Land						
100,000	11,234,281	1,969,045	20	31st Dec.	q. 5	Confederation Life A.	330	330			375	
6,212,666		501,345		1st Mar.	q. 1½	Crows Nest Pass Coal	70	50	55	50		52
1,000,000		292,230	6	15th Jan.	q. 1½	Dominion Telegraph	89	76½			80	
3,000,000	12,669,500					Electrical Dev., pref.						
450,000	b 7,072,085	1,991,255	10	1st Jan.	q. 2½	Imperial Life Assur.						
500,000	460,400	785,511	7	5th Feb.	s. 3½	Intercolonial Coal, pref					80	
3,000,000		133,458		1st Mar. '14	1	Intern. Coal and Coke			25	25		
2,196,951	1,922,500	652,423	7	15th Feb.	q. 2	Kaministiquia Power			120	120	120	
637,480	b 585,937	136,566		2nd July '17	s. 3	London Street						
2,000,000		119,740	8+10cts	15th Jan.	q. 2	Montreal Telegraph	138	115	120	20		120
925,000	b1,123,000					Nia., St. Kath. and Tor.						
1,164,000	b 741,000	286,076	3¾	10th July '15	q. 1¼	Trinidad Electric						
2,340,100	b1,439,926	858,434	8+2	16th Dec.	q. 2	W. Can. Flour Mills						
800,000	b 600,000	605,068	5	1st Jan.	q. 1¼	West India Electric	77	77				

NOTE—s—means semi-annually; q—quarterly; I—interim; L—Profit and Loss; +—indicates bonus; b—means bond; P—preferred stock; d—debentures; *—less than ten shares; sb—stock bonus; A—$500 per share return of capital paid February 1st, September 28th, 1912; Feb. 1st and Nov. 17th, 1913, December 1, 1914.

6½% 6½%

Montreal Tramways & Power Co., Ltd.

Five-Year Secured Gold Bonds

Interest payable half-yearly.

Price: 100 and Interest, Yielding 6½%.

Full Particulars on Request

Campbell, Thompson & Co.

Canada Life Building, TORONTO

UNLISTED SECURITIES

	Bid	Ask
STOCKS—		
Alberta Pac. Grain, com.	115	125
Do., pref.	85	95
Belding Paul, com.	25	27
Do., pref.	79	85
British Amer. Ass.	9	..
Canada Machinery, com.	15½	19
Do., pref.	46	58
Carriage Factory, pref.	38	45
Can. Westinghouse	105	115
Canadian Oil, com.	44	46
Do., pref.	96	..
Dom. Fdry. & Steel, com.	57	60
Dom. Manufacturers, pref.	45	55
Dom. Pr. & Trans., com.	42	47
Eastern Car, pref.	48	55
Great West Life	220	230
Home Bank	75	78
Imperial Oil	355	380
Illinois Traction, pref.	69	75
Inter. Milling, pref.	85	88
Lambton Golf	400	440
Massey-Harris	110	130
National Life	40	..
People's Loan	..	83
A. Macdonald, pref.	95	98
Wm. Neilson, com.	54	..
Sterling Coal, com.	14	16
Sterling Bank	91	95
Standard Reliance	41	46
Tooke Bros., pref.	69	74
Trusts & Guarantee	77	82
West. Assurance	7¾	10
BONDS—		
P. Burns, 1924, 6s	99	105
Do., 1931, 6s	96	99
Canadian Cotton, 5s	79	89
Can. Steamship Bds., 5s	82	85
Carr. Factories, 6s	84	89
Dominion Canners, 5s	92	94
Elec. Development, 5s	89	95
Eastern Car, 5s	89	85
Mex. Northern Power, 5s	12	15
Morrow Screw, 6s	87	90
Nova Scotia Steel, 6s	88	91
Ontario Pulp, 6s	86	90
Porto Rico, 5s	74	80
Riordon Pulp, 6s	94	96
Span. River Pulp, 6s	87	92
Sterling Coal, 6s	71	76
Sao Paulo, 5s	80	85
Stone Limited, 6s	94	98
Toronto Power, 5s	87	92
Tor. & York Radial, 5s	96	97½
Toronto Paper Co., 6s	86	92

The United States Railroad Administration last year ordered 1,430 locomotives for 1918 delivery at an estimated cost of $78,193,000 and 100,000 freight cars at a cost of $28,460,000. Of the total 743 locomotives and 17,027 cars have been delivered by the builders. An additional order for 600 locomotives for 1919 delivery has been placed, involving $37,842,000.

BUSINESS ITEMS OF IMPORTANCE IN THE POST OF THE PAST TWO WEEKS

ON the following and many other matters of moment to Canadian business men THE FINANCIAL POST of February 22nd and March 1st informed its readers fully, and on many of the most important points **exclusively**:

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Prospect for Big European Orders for Canadian Cutters-up
F. J. Whitton's Urge to Manufacturers to Keep Canadian Citizens Employed
Vast Increase in Canadian Manufacturing Since 1915
Vancouver's Plan for Licensing Commercial Travelers
The Expected 25-cent Tax on Tea
The Mysterious Sale of Manitoba Bonds
Improved Prospects for the Packers
Uncertainties for Steel—Declines Anticipated
The Stock Markets Indicate Business Improvement
Dominion and Scotia Steel at Variance
New Management for Polson's Iron Works
Business Aspect of Important Events at Ottawa.
Wholesalers Charge Unfair Taxation
Business Neglected in Halifax Relief Plans
Bank Deposits Higher Than Before the War
Problems of Price Adjustment

These are only a few of the many subjects of real profit-making interest to Canadian men of affairs which have been dealt with by expert writers and editors in THE POST during the past two weeks. THE POST will keep you informed on Canadian business matters in a way unrivalled by any other publication. Send for a subscription today. The price is $3.00 per year, and you have only to fill in this form:

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